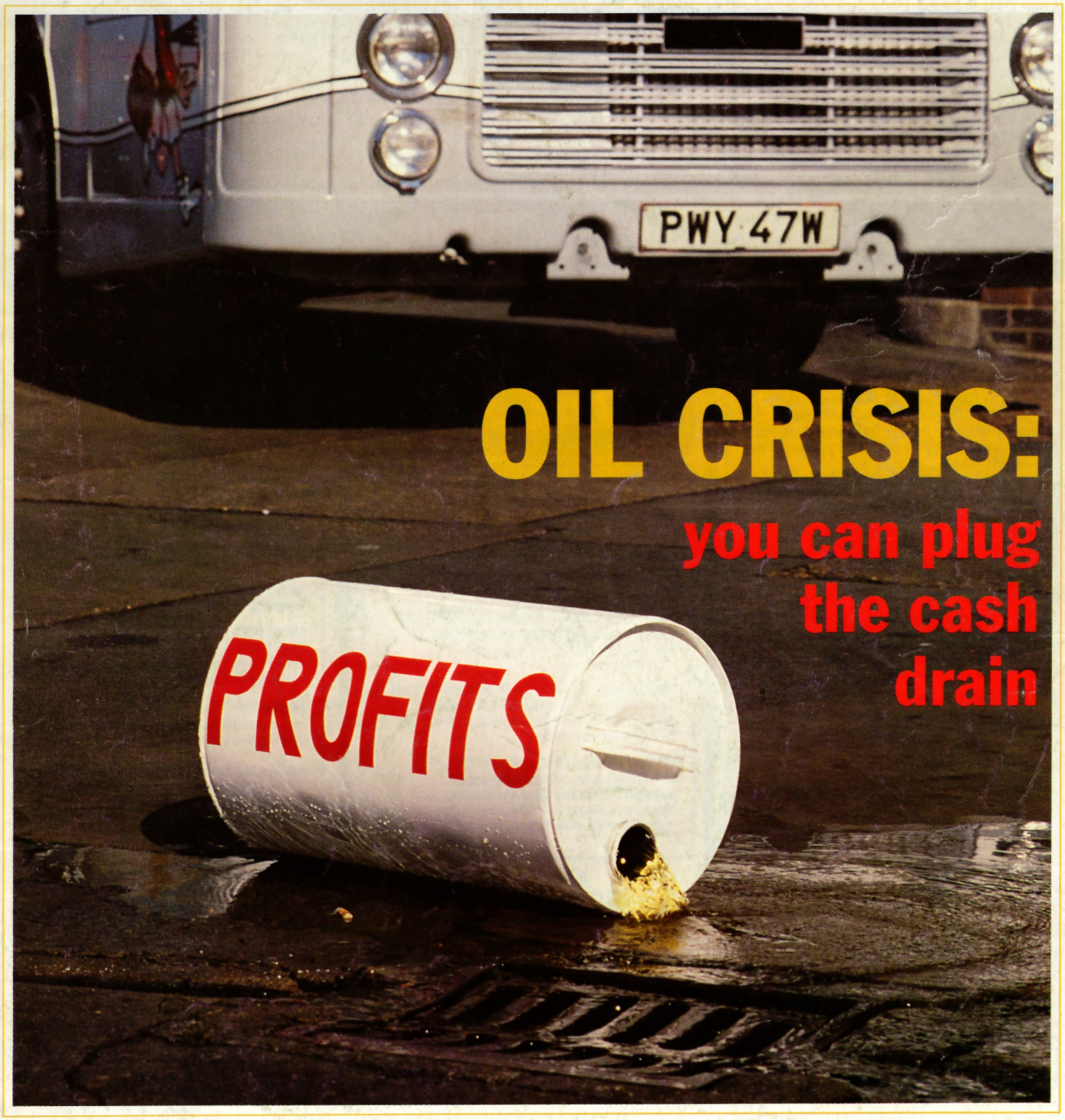
COACH MART

Issue 608 £1

October 4, 1990

The leading weekly serving the coach industry



Carlton P.S.V.

STOP PRESS **Our fourth refurbished Skyliner** is now ready! Re-painted white, in National Express Rapide livery, re-moquetted, re-trimmed, carpets, fully serviced, 71 seats plus rear hostess seat. Additional servery & cool box. Acceptable for Rapide work for a further 5 years. Cherished plates, Mercedes manual. £83,000. Stock No.9021. Further examples available shortly.

NEOPLAN

1988 Neoplan, 77 seats, Gardner engine, ZF Automatic, radio/PA/cassette, TV/video monitor, VHS recorder, toilet, fridge, drinks. Stock No. 0021

1983/4 Neoplan Skyliner, 71-75 seats, Mercs V10 engine, 6 speed ZF gearbox, toilet, fridge, radio/PA, drinks machine. Stock Nos. 9017 to 9023

1982 SKYLINER (with cherished plates), Well preserved and maintained, very recently remoquetted (blue) and resprayed (white), 71 recliners, Mercedes V10, 6-speed ZF gearbox, toilet, fridge, drinks machine etc. This vehicle has been in regular daily use — a very clean example. Stock No. 0004.

AEC

1977 PLAXTON EXPRESS, 53 seater, semi-auto gearbox, Bristol dome, white/black exterior, autumn tint moquette. Stock No. 0006.

VOLVO

1984 Volvo B10M Berkhof Esprit SOLD , power door, Webasto, curtains, carpets, radio/PA/cassette, MoT 27. No.0016.

1983 VOLVO B10M Jonckheere P599, 49 recliners, Telma, coffee machine, MoT Nov 1990.

1980 VOLVO B58 Air/Leaf Dominant, 12 metre, 53 seats, 48 recliners, 5 fixed, automatic gearbox, power door, tinted windows, curtains, side lockers, MoT Dec 1990. Stock No. 0012

1980 VOLVO B58 11 metre, 51 seats, Alpha power door, Telma, white livery, red moquette and MoT Nov 90. Stock No. 0014.

1979 VOLVO B58 12 metre, 57 seats (re-moquetted), Alpha power door, side lockers, livery white and MoT Feb 91. Stock No. 0015.

MAN

1982 SR 280, 47 recliners, Sutrak air conditioning, 6 speed gearbox, o/s centre power door, o/s centre sunken toilet, driver's bunk, fridge, drinks machine, tinted double glazed windows, Rollo blinds, courier seat, Webasto and timer, seat back nets, headrest covers, wheel discs, driver's locker. Stock No. 0008

SCANIA

1986 Scania Berkhof Eclipse double deck, 76 seats, toilet, double glazed windows, Telma, coffee machine, livery maroon/white. MoT April 1991.

BEDFORD

1981 Bedford YNT 53 seater Plaxton, side lockers, autumn tint moquette, livery white blue/yellow stripes. Reconditioned engine, new MoT Sept 1991. Stock No. M9014.

1980 Bedford PJK, 29 seater, Duple Dom, red, moq, livery white. Stock No. 0007.

1979 Bedford YMT, 53 seater Plaxton, red/cream ext, red moq. Stock No. M9036.

LEYLAND

1982 Leyland Leopard 12 metre Dominant, 51 reclining seats, double glazed, Telma, radio/PA, Bristol dome. MoT Feb 1991. Stock No. 9033.

1982 Leyland Leopard 12 metre Plaxton, 49 seats, semi auto gearbox, toilet, coffee machine, side lockers, new MoT 16.08.91.

1981 Leyland Leopard Duple Dominant, 53 seats, red moquette, livery white, new MoT 23.08.91. Stock No. M9012.

1981 Leyland 11 metre Plaxton, 53 (remoquetted), X'Press, side lockers, grey/red moquette, new MoT 29.08.91. Stock No. 9013.

1981 Leyland 12 metre Plaxton, 49 recliners, cream exterior, Autumn tint moquette, new MoT 29.09.91. Stock No. 9010.

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QUALITY COACHES

DAF 1984 SB2300 DHS JONCKHEERE JUBILEE P50 12M, 49 recliners grey/blue moquette, toilet, water boiler, fridge, wired for T.V. + video, white/duo blue.

DAF 1984 MB200 DKFL CAETANO ALGARVE 12M, 49 recliners, grey/orange moquette, power door, courier seat, curtains, toilet, wired for T.V./ video, carpet, water boiler, duo red/white.

DAF 1983 (AUGUST) SB2300 DHS JONCKHEERE JUBILEE P599 12M, 51 recliners, centre sunken toilet, Webasto heating, fridge, coffee machine, carpet, curtains, T.V.+video wiring, grey/blue moquette trim, white.

DAF 1983 (NOVEMBER) DKFL JONCKHEERE JUBILEE P50 12M, 49 recliners, blue moquette, power door, o/s rear sunken toilet with continental door, double glazed tinted windows, Tempo 100, wired T.V./video, Telma retarder, drinks machine, magazine nets, all white.

DAF 1983 DKFL VAN HOOL ALIZEE-H 12M, 48 recliners, Autumn tint moquette, rear floor mounted toilet, continental entrance door, white/grey/red.

SCANIA 1984 (AUGUST) K112 JONCKHEERE JUBILEE P599 12M, 51 recliners, grey/orange moquette, centre sunken toilet, driver's berth, TELMA retarder, wiring T.V./video, water boiler, power entrance door, white.

VOLVO 1986 B10M PLAXTON PARAMOUNT 3500 12M, 49 recliners, sunken toilet o/s rear, courier seat, curtains, fridge, water boiler, tinted side windows, beige/blue moquette, white+yellow/orange stripes.

VOLVO 1984 (AUGUST) B10M PLAXTON PARAMOUNT 3500 12M, 49 recliners, beige/red moquette, rear sunken toilet with continental door, driver's berth, courier seat, Webasto heating, TELMA retarder, drinks machine, curtains, tinted double glazing, power entrance door, wired/boxed for T.V./video, silver/blue.

VOLVO 1981 B58 PLAXTON SUPREME 12M, 49 recliners, brown moquette, toilet at nearside rear, power entrance door, tinted side windows, curtains, white.

VOLVO 1981 B58 DUPLE DOMINANT II 12M, 48 recliners, red moquette, rear n/s saloon toilet, rear servery, curtains, all white.

VOLVO 1980 B58 PLAXTON VIEWMASTER 12M, 52 str. brown moquette, rear toilet, Bristol dome, power entrance door, white/blue/red.

VOLVO 1980 B58 DUPLE DOMINANT II 11M, 53 str., recently re-trimmed in autumn tint moquette, power entrance door, side lockers, Bristol dome, all white.

VOLVO 1979 (LATE) B58 PLAXTON SUPREME 12M, air/leaf suspension, automatic gearbox, TELMA retarder, 51 recliners, autumn tint moquette, power entrance door, side lockers, all white.

MOSELEY

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LEYLAND 1985 TIGER 245 PLAXTON PARAMOUNT 3500 12M, 51 str., autumn tint moquette (46 recliners + 5 fixed at rear), power operated entrance door, TELMA retarder, courier seat, curtains, continental door, provision for driver's berth, all white.

LEYLAND 1984 TIGER 245 PLAXTON PARAMOUNT 3500 12M, 50 recliners, courier, power entrance door, double glazing, brown stripe moquette, all white. CHOICE OF THREE.

LEYLAND 1982 TIGER 245 PLAXTON VIEWMASTER 12M, 49 recliners, green moquette, rear sunken toilet, continental door, double glazing, Webasto heating, driver's berth, aircraft style lockers to luggage racks, water boiler, fridge, T.V. + video wiring, cream/green.

LEYLAND 1981 (OCTOBER) LEOPARD PLAXTON SUPREME 11M, 53 str. recently retrimmed in grey/red moquette, power operated entrance door, cream/red.

BEDFORD 1986 YNV DUPLE 320 12M, 57 str., power door, grey/yellow moquette, tinted glass, cream/red.

FORD 1984 R1115 DUPLE DOMINANT IV, 53 str., power operated entrance door, tinted side windows, curtains, side lockers, autumn tint moquette, white.

BOVA 1984 EUROPA III Integral 12M, 49 str., beige/fawn/orange stripe moquette, centre sunken o/s toilet, continental door, wired for two T.V. monitors+video, drinks machine, Webasto heating, courier seat, carpets, power door, all white.

BOVA 1983 EUROPA II Integral 12M, 49 str, (44 recliners + 5 fixed), red moquette, power door, courier seat, curtains, toilet, continental door, TELMA, Webasto, driver's fan, all white.

BOVA 1983 EUROPA II Integral 12M, 46 recliners, red moquette, power door, curtains, toilet, courier seat, fridge, TELMA retarder, red/white/blue.

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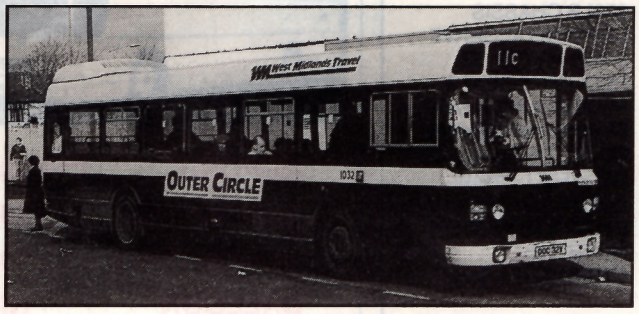

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COMMENT

THE news this week that 100 jobs are to be shed by Walter Alexander and a further 80 to 100 jobs are to go at Renault Trucks proves - if proof is needed - of just how hard the economic squeeze is hitting vehicle manufacturers.

Renault shed 300 jobs earlier this year. Over the last few months, Plaxton and Reeve Burgess have between them cut about 240 jobs - both white and blue collar. Another 380 jobs went when Leyland bus closed Farington in January and, in the face of an 'unprecedented and severe downturn' in the forecast UK bus industry, the Volvo subsidiary cut another 120 jobs at Workington in May. All that adds up to over 1,200 jobs lost this year.

Interest rates and the general downturn in the economy are the prime causes of such drastic measures. Mrs Thatcher's reaction has been to blame the doom and gloom voices of business and, particularly, the press for what looks like the beginning of a full blown recession.

Such a reaction offers little comfort to businesses - and industries - struggling to survive in such harsh conditions. But the Government is heaping injury on insult onto the bus industry by its mishandling of the enforced privatisation of PTA-owned metropolitan operators.

The impending sale of just one of these operators - West Midlands Travel - has effectively removed a major customer from the marketplace at a time when the industry needs it most.

Last year alone, WMT bought 250 single deck buses. It has now put a stop on new vehicle orders until its sale goes through, which is unlikely to be before next spring.

THE best ideas are the simplest, it's said. And two of the best surfaced this week.

Applebys of Louth told *Coachmart* how it had made money from Christmas celebrations during the summer. The sales pitch was unique, too. Applebys promised travellers festive spirit without the kids, and grateful mums and dads took up the offer.

Aladdin Tours is in the business of wholesaling tourism, but felt it did not always get the best kind of marketing from coach operators.

Rather than whingeing about it, the firm set up a small subsidiary, took on an experienced coaching manager who knows the industry, and is now offering its expertise to operators who simply haven't the time to get heavily into marketing.

More positive and imaginative ideas like these show that fresh thinking is far from dead in the coach industry.

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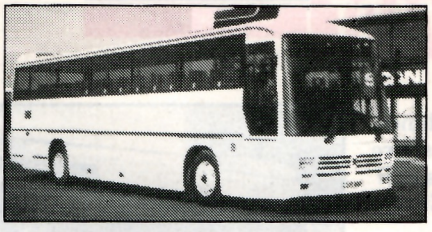

1985/86
LEYLAND TIGER 245/260 DUPLE, HIGH FLOOR COACHES, FULLY REFURBISHED BY S.J. LTD., FITTED 48/50 RECLINING SEATS PLUS COURIER SEAT, RETRIMMED IN GREY CHEVRON MOQUETTE, TINTED GLASS, CURTAINS, RADIO/PA/CASSETTE, FINISHED IN WHITE, M.O.T. JUNE 1991.
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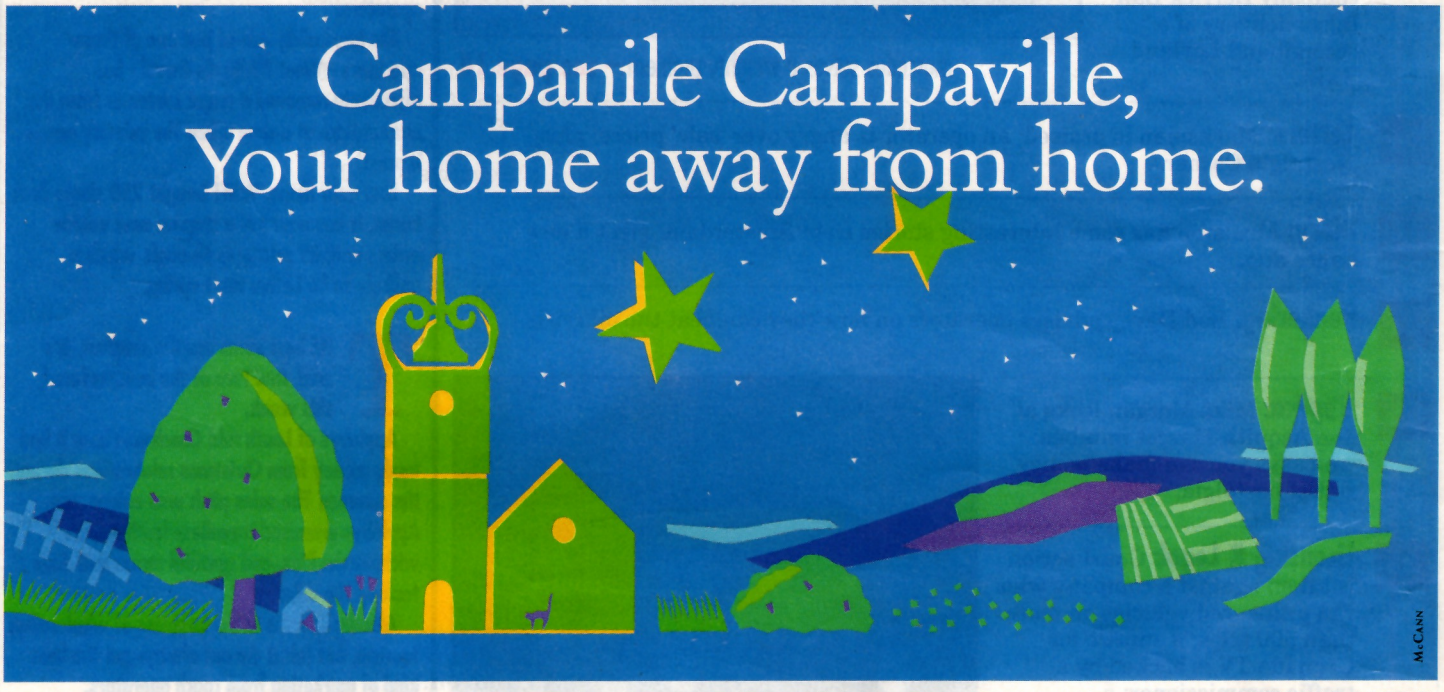

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■PRIVATISATION

WMT deal is still held up

WEST Midlands Travel has refuted press reports that is is significantly closer to a £60 million employee share ownership deal which the Minister for Public Transport wants tied up by 1991.

WMT is currently wholly-owned by the passenger transport authority but its sale to its workforce has been the subject of wrangling for the past year.

The ESOP is the result of lobbying by the PTA and WMT for the company to be kept intact, but WMT's managing director James Isaac says plans have progressed little since January.

'Then the plan had one red light and a flickering amber. Now the amber light is fully on,' he said.

Mr Isaac said there were still many question marks over the exact details of the deal which has been approved by the PTA. Many of the difficulties related to the vast number of employees who are involved and protection of the company against asset stripping.

The proposed arrangement sees all 6,000 WMT workers getting a chance to acquire up to two percent of the share issue, the company retaining the current management team of James Isaac, Don Colston and Mike Street for five years, when elections will take place.

A clawback clause requires repayment to the PTA if any property is sold, and protection against third party acquisition of WMT shares is provided. The ESOP allows for a profit sharing scheme and a benefit trust for shareholders.

WMT runs 1,750 buses and commands much of the business of Birmingham. It had recently been negotiating with local, competing operators to allow them use of its bus pass schemes.

■FERRY

Seaman's new Sealink job

SEALINK has appointed Tony Seaman as its business development manager with special responsibility for coach travel sales answering to Malcolm Hewitt. Mr Seaman was formerly field sales manager.

'There has been a major restructuring of the sales department,' said a Sealink spokesman. Gone is group sales manager David Smith together with two regional sales staff.

■SPEED LIMITERS

Operators should help each other

OPERATOR response to *Marksman's* comments on speed limiter failures (*Coachmart* 593, June 21) has prompted requests that the industry should share its experiences.

If your vehicle has been immobilised by a speed limiter failure, or you've had any similar experience, please contact *Coachmart on 0733-63100 - or fax on 0733-62656.*

■LONDON TRANSPORT

London Tourist Board backs traffic campaign

LONDON operators' calls for action over coach traffic and parking are being backed by the London Tourist Board... but a major coach report has still not got the green light.

The LTB has called for an environment task force to tackle the parking problems in the capital, and says a top-level meeting should be arranged as soon as possible.

'The greatest source of friction with residents and workers in London is how to route and park coaches,' says LTB managing director Tom Webb. 'But no-one has the authority to bring the interested parties together to seek a solution.'

The October 16 meeting called by newly-appointed Minister of Public Transport Roger Freeman will discuss London's coach traffic problems without a valuable research document, said a Department of Transport advisor.

London operators were hoping the University College of London's two-year study of PSV traffic in London - completed last year - would be available for the meeting but a DTp spokesman said last week that it is unlikely to be published in time.

The minister will have sight of the report before that date, he said, but actual publication will follow at a later date.

■AUCTION

Clearway vehicles go under the hammer

WALSALL-based Clearway has had three of its vehicles auctioned under instruction of Sherriff of Stafford and West Midlands.

The auction by Stevens Champion and Slater of Clearway vehicles last week saw a 1980 Volvo Supreme IV reach £12,000, a '79 Ford Supreme IV reach £2,500, and a '75 Volvo Elite get £3,775.

'They were surplus to requirements,' said Clearway. 'This was the easy way to get rid of them.'

■REDUNDANCIES

Renault denies closure rumours

RENAULT Trucks in Dunstable has angrily scotched rumours that its UK operation is to close following the announcement of up to 100 redundancies.

A spokesman for the company said the plant had forward MOD orders for the RB44 4WD 50 series van that alone would take it through to 1992 or'93.

The redundancies – which are being sought chiefly among white-collar workers – will reduce staffing to between 600 and 620 at the plant.

■MANUFACTURING

BCC supports Motorola

BUS and Coach Services, the commercial arm of the BCC, has put its backing behind Motorola's MC Micro radio as replacement equipment for channels being phased out by the DTI.

Motorola Storno is offering a special price for the radio to BCC members, which has automatic transmitter power selection to fit in with new DTI regulations.

Pictured is Motorola Storno's general manager Peter Tanner showing the MC Micro to the BCC's Barry Hoye.

■EXCURSIONS

Christmas breaks

IT'S already a great Christmas season for Applebys of Lincolnshire, which has found a huge market for Yule celebration - during summer.

Its offbeat 'Christmas and New Year' parties - at Scots hotels co-owned by Applebys - have been going on for months, giving mums and dads the chance to celebrate without the burden of the children.

Now, Applebys is offering a £76-a-head four-night package at the two hotels to other operators for dates leading up to Christmas proper.

The break begins with an 'ordinary' dinner but changes to Christmas Eve the next day. Christmas Day is on the third day, and New Year's Eve the last night. Carol singing, Christmas dinner and all the trimmings create the festive spirit. ***Applebys Coaches is on 0507 85781.***

■MANAGEMENT CHANGES

Coach Europe to announce management reorganisation

AS International Leisure Group subsidiary Coach Europe strains with its expansion plans into European scheduled line services - its management is being re-organised.

No details have been released by the company of its restructuring plans, but management shake-ups elsewhere in ILG have prompted City speculation that the group, chaired by enigmatic entrepreneur Harry Goodman, is preparing to separately sell off its divisions.

Recent departures of Lancaster's managing director Nigel Wallington, Global's managing director Hugh Morgan, and Lancaster's commercial director Mike Killeen, have fanned the rumours.

Coach Europe's commercial director Paul Cresswell said: 'We are still aiming at 1992/3 when European express line services will, in theory, be deregulated.'

He refused to comment on the details of any shake-ups, but added: 'Minor managerial changes are taking place'.

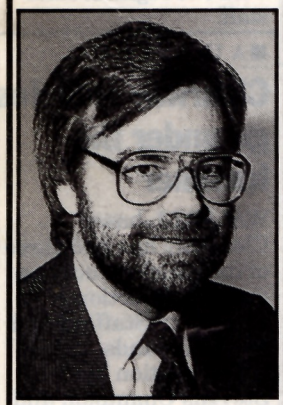
According to senior sources in ILG, changes within the group are not in preparation for any divestments, but a rationalisation to relocate the tour/travel business to its Bradford base. It is said management departures were a result of this strategy.

But rumours persist that subsidiaries such as Air Europe and the UK's second largest tour operator Intasun will be sold off.

Furthermore, many in the travel industry feel Swiss financier Werner Rey's UK investment company Omnicorp, which has held a 49 percent stake in ILG since its management buyout in 1987, is preparing to sell.

■PEOPLE

Tidgwell goes to Merseyside



THE new commercial manager for Merseyside Transport Ltd's South Liverpool operation is John Tidgwell (above).

He joins the MTL from meat processing equipment manufacturers and installers Gjerstrup (UK) Ltd where he was intrumental in setting up the company's UK manufacturing operation.

● ROBERT Morpeth has been appointed Lancaster City Transport's financial director. He replaces Ian Bevan who has moved to Greater Manchester Buses Ltd as financial controller.

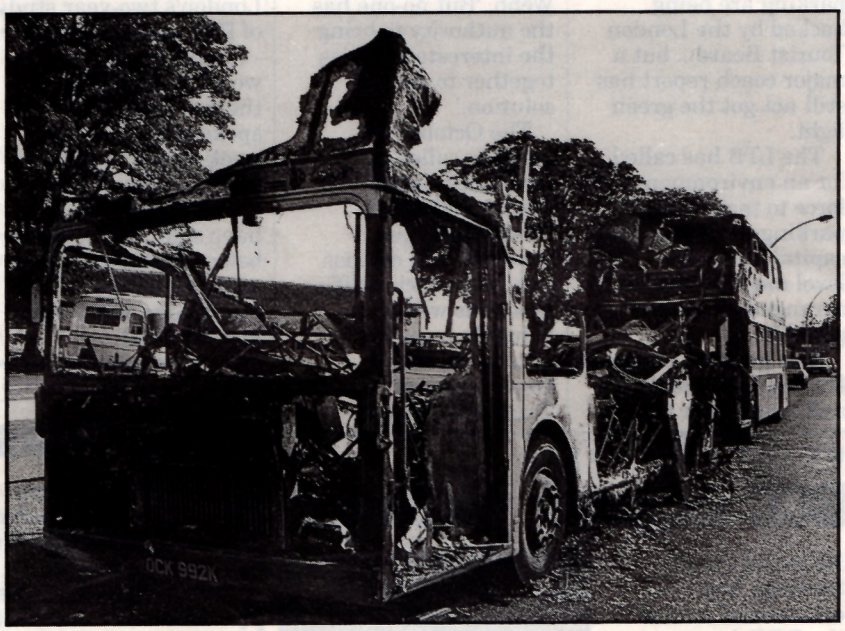
Mr Morpeth has wide experience in the industry, including ten years with the Bowater Group.

● TO strengthen its position in the coach speed control business Econocruise has set up a UK Aftermarket division.

Robert Turrall will head the division with support from two regional managers - Keith Hadson handling the Northern region and Steve Clarke dealing with the Midlands, South and South Wales.

■FIRE

Arson suspected after bus blaze



Eastern Counties' gutted buses: second mystery blaze in Suffolk.

EASTERN Counties suspects arson after two of its double-deck buses were destroyed in a fire.

The company's Suffolk commercial manager Philip Eden said: 'The police also feel the fire was suspicious because, like a fire last year, it had started in the centre of the bus where there is nothing to cause it.'

The buses were parked for the night in Alexandra Road in Sudbury when the blaze took place. A fire last year ended the useful life of another Eastern Counties decker when it was parked near the Solar superstore in Sudbury.

Eastern Counties is now using a site outside the town for overnight parking. The vehicles were near the end of their useful lives and are only valued at around £7,000 each for insurance purposes.

Mr Eden added: 'We will be covered for the cost of the vehicles themselves, but we are not covered for the wasted time and hassle of finding replacements.'

■RECEIVERSHIP

Receivers called in at LHE Ltd

MINIBUS builder LHE Ltd is in administrative receivership though the remaining goodwill and orders may be sold to a mystery buyer.

The company - whose directors were Chris Clark, Robin Hood and Dawson Williams - was placed in the hands of receivers Michael Radford and Paul Barrett, of Radford, Sons and Company of Southampton, on the instruction of Lloyds Bank.

A creditors' meeting will be arranged before December 11, though it is unlikely funds will be allocated to unsecured creditors. Debts are more than £500,000.

When *Coachmart* went to press, the company's 36 employees were still working to complete vehicles in the factory. The doors are expected to close this week depending on the outcome of the deal with the potential buyer.

■OBITUARY

Bob Bates

A MEMORIAL service for Harold Robert (Bob) Bates, who died on September 12, has been held at Appledore Church, Kent.

Bob had recently retired as senior partner of Scotland & Bates. His sons David and Richard together with daughter Georgina are continuing the family business.

■FIXTURES

Dons is the number one

TOP coach at Showbus '90 was Dons of Dunmow's eye-catching 1985 Dennis Lancet. Westways of High Wycombe was runner-up with its two-year-old Reeve Burgess bodied Mercedes Benz 609.

Thirteen operators contested the post-1980 coach class. Dons' Lancet is believed to be unique with 33 seat Jonckheere Jubilee bodywork.

Regular driver Steve Harvey collected the winner's cup. He has looked after the executive spec vehicle since it was bought secondhand just over 12 months ago.

Mr Harvey told *Coachmart:* 'We get more work for the 33 seater than for a 53. I've driven it on a range of work from schools to continental trips, and it's a very popular coach with passengers.'

Dons of Dunmow: wins Showbus '90 award.

■FIXTURES

Pre-war AEC wins event

BEST vehicle at East Midland's Mansfield open day was the immaculate 1939 AEC Renown in Leicester Corporation colours from Leicester Museum of Technology.

Also on show were buses for the disabled and other bus conversions. Money was raised for the Kings Mill Hospice and during the day the chairman of Mansfield District Council formally accepted the Help bus from East Midland.

■DEREGULATION

Survey says management attitudes are slow to change

A SURVEY says that years after deregulation bus and coach managers still do not understand marketing.

Dealing with changes in management attitudes since coach deregulation in 1980 and bus deregulation in 1985, it found the industry had not yet met the legislation's aims to make transport providers responsive to the needs and wants of the travelling public.

Research conducted by Professor John Hibbs of Birmingham Polytechnic's Business School and jointly sponsored by the Department of Transport, found the importance of the consumer was coming to be recognised - but the consequences were still to be worked out.

The report says: 'Managers have been forced to adapt quickly to the changed situation and are still doing so.'

When asked direct what effect deregulation had made, half of the 44 managers quizzed said they thought things were worse, but this figure came down to 33 percent when individual questions were answered. The report said many managers were being unduly pessimistic about the impact of deregulation on the public.

Professor Hibbs said his research revealed there had been much cost-cutting - helped by the ending of national trade union bargaining - but improvements in vehicle design had not been attended to.

However, a balance between a better use of resources and a greater concern for the customer had been achieved, despite the report attacking mergers which led to 'blind defence of territory'.

It also found attitudes to advertising and publicity were 'unsatisfactory', as well as the gathering of market information.

And although many managers understood the idea of contestable markets, they were resentful about bureaucratic procedures involved in registration, and especially tendering, which some managers felt was a way for local authorities to intervene and generally meddle.

Professor Hibbs complained managers were not au fait with transport economics. Although many practiced 'price discrimination' it was 'little more than off-peak pricing and discounts for quantity sold' - involving travel cards and multi-journey tickets.

■LONDON TRANSPORT

London Transport now gives out Travelcards

LONDON Transport has taken over the distribution of London Travelcards and bus passes - and has jointly commissioned a major passenger survey with the London Committee on Accessible Transport.

Travelcards and passes, which used to be handled by London District Pass Distributors Ltd, which was set up by LT and the National Federation of Retail Newsagents, has now been fully integrated into LT.

Now called the London Transport Pass Distribution Unit, it obtains bulk supplies of travel passes and allocates them to selected outlets, including newsagents, bus stations and garages. It has an annual turnover of £100 million.

The survey aims to provide a basis for charging London Boroughs for concessionary travel - as well as providing the necessary data to find out how much Travelcard revenue individual operators of LT tendered services should receive. The survey will be carried out by the MVA Consultancy and will start this month.

Previous surveys have shown that half of London's bus passengers use either Travelcards or other passes. Only a quarter of bus passengers pay cash fares, with another quarter using concessionary permits.

■PRIVATISATION

Northern Scottish up for sale

NORTHERN Scottish is on the market with its fleet of Scottish Citylink-dedicated express vehicles and 35 other coaches.

The sixth of the Scottish Bus Group companies to be sold has 209 vehicles in total, more than 40 of which are coaches and nine Citylink-liveried. It spreads the fleet between nine depots at Aberdeen, Ballater, Elgin, Fraserburgh, Fyvie, Macduff, Peterhead and Stonehaven.

Northern Scottish employs 518 staff, and carried an estimated 13.8 million passengers in 1989.

● So far, the sale of Midland, Lowland, Citylink and Eastern have been completed, while negotiations are in hand for the sale of Kelvin Central

■TOURS

Greyhound plans race ahead

ENTREPRENEUR Malcolm Morris is attempting to start a new firm, Greyhound International Tours, following an application for an O-licence for 10 vehicles made to the Metropolitan Traffic Area.

The new firm uses the former Sunseeker office at Broadway, Bexleyheath, and uses as its depot the former operating centre of Hawk Brook, Woodleigh Leisure and Eurocoach, at Nursery Road, Thornton Heath. It is believed Greyhound will be entering the continental tour market.

The operation has as its operating managers Mr Morris as proprietor, G Harrison as secretary/personal assistant, W A J Hutton as travel manager, P Bailey as sales representative and Francis Twdah as accountant.

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■ENVIRONMENT

Patten blasted over environment plans

ENVIRONMENT Minister Chris Patten faced criticism from both opposition parties and the Bus and Coach Council after publication of the Government's environmental White Paper.

The document openly welcomes more cars to Britain's congested roads because it says it endorses personal freedom and choice.

It reveals that buses are cleaner than rail, air and car transport for each passenger carried, yet makes no central Government committment to improve usage of buses.

'Public transport is not a panacea for controlling CO2 emissions [carbon dioxide is the chief 'greenhouse gas']. Most forms of public transport at present tend to be more fuel efficient than the car, but that efficiency depends on their being well-used... Providing extra services would only make emissions worse if few passengers used them,' says the Paper.

The share of public transport used by buses has fallen, admits the White Paper, but it claims deregulation has increased passenger choice and bus service 'responsiveness.' It says the onus for bus lanes, and other traffic management schemes which favour buses, falls to local authorities.

The document promises continuing research into the reasons why the public choose private or public transport. It proposes more roadside checks for excessive exhaust smoke, and says the Government is investigating ways of tightening emission standards for older vehicles by 'fitting new technology.'

The Bus and Coach Council said it was 'encouraged by the stress placed on the desirability of public transport' but added that it felt more action was required.

'People have a right to choose how they travel, but that choice must be a valid one. It is not valid because the bus system is being strangled,' said a BCC spokesman.

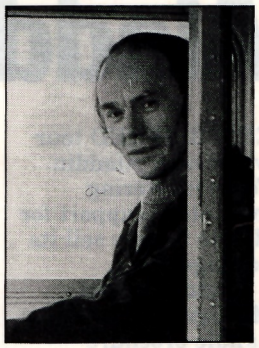
'This shows evidence of good intention but we will be very interested to see what developments there are.'

Bryan Gould, Labour environment spokesman, said it was 'long on waffle and short on policy.'

Liberal Democrats' Simon Hughes said: 'Yet again the Government has put short-term electoral considerations before long-term environmental ones.'

The Green Party and environmental pressure groups also widely condemned the White Paper as offering very little change.

■BUS SERVICES



Malcolm Gagg: hoping to be back on the road.

Gagg plans comeback

RESILIENT Malcolm Gagg, whose Nottingham services were bought by Barton Buses and whose vehicles and garage went to Gilbert Kinch, could soon be back on the road.

Mr Gagg was all but closed down under pressure from Barton earlier this year, and ended up selling his services to it.

After then restarting stage carriage work under the misapprehension that the sale of Barton Bus to Wellglade altered his agreement, he faced court action and was served an injunction.

All bar two of his buses were sold to Kinch, and he began working for South Notts Bus.

Gagg's is now back at its original operating base at Grange Farm, Bunny.

■SALES

Iveco targets the German market

IVECO is trying to make its first inroads into the new unified German market since the closure of the Magirus bus plant in 1982.

Two vehicles head the Iveco attack - a two-door 49-seat bus based on 680.12.86 specification, and a 24-seat midi-coach based on the Zeta 70.14 truck chassis.

The first buses have already entered service with Mannheim-based BRN, the German Federal Railways road services subsidiary, while the coach is expected to attract buyer attention with a £55,000 price tag.

Iveco's 24 seat midi coach in action in Germany.

■REDUNDANCIES

Walter Alexander axes jobs

FALKIRK bus builder Walter Alexander has announced it will cut more than 100 jobs by the end of October.

Alexander hopes to lose staff in all areas of its business to achieve 105 job losses, but admits even that will not have solved its problems.

Walter Alexander chief executive Ian Galloway said low production volumes this year and poor projections for next year's orders have made redundancies necessary, but he hoped early retirements would help reduce staff.

He warned: 'It is clear that simply reducing the number of employees will not solve the present problems. We have no doubt that it is essential that we also improve productivity and efficiency in all areas of the company.'

■NEW BUSINESS

Carlyle stocks-up for business

BIRMINGHAM-based body builder and engineering works Carlyle has bought the West Midlands stock of Bus Parts from the receiver and will begin a new spares business.

The fixtures and stock are held in Carlyle's own site, which was leased to Bus Parts. It is to be relabelled with a new brand name - Bus-stop Parts - which Carlyle will also use on remanufactured engines.

'We intend to start where Bus Parts left off,' said Carlyle Engineering and Parts division managing director Mike Bridge. 'We will be using the brand name on our other reconditioned products.'

● Bus Parts' Eastleigh, Hants, stock and remaining assets are likely to be sold within the next week, though it is understood a buyer is still negotiating with the receivers.

■TOURS

Aladdin's magic new scheme

ESTABLISHED tour wholesaler Aladdin Tours is offering marketing support for clients to help sell its package deals.

Aladdin Travel Management will handle brochure production, mail shot management, itinerary planning and even staff training on a day-to-day basis, saving the cost of a full-time staff member, it says.

'Inevitably, hard-pressed tour managers of small to medium-sized businesses can end up as highly-paid school bus drivers,' says Aladdin's Andy Grout. 'We believe our additional services offer the advantages of providing an individual tour manager without the year-long overheads.'

Mr Grout says his firm's marketing expertise will help put small companies on an even footing with top coach travel firms, who can better afford full-time, in-house marketing services.

Hinge pin of the new company is former Wessex of Bristol commercial manager Allan Edmonson, who came to Aladdin after a stint with ferry firm Sally Line. Aladdin hopes his knowledge of the coach industry will provide a valuable link between wholesale tour sales and the grass roots of the trade.

For further information, contact Aladdin on 0234 713613,

■LIVERY

Ray Stenning's stunning design

London General's Streetline Midibus: scoops livery award.

RAY Stenning's eye-catching design for the new London General Streetline Midibus won second prize in the PSV section of a motor magazine's livery awards.

London General's managing director Keith Ludeman was presented with a framed certificate at the Park Lane Hotel. He said: 'I am delighted that the company has been honoured with this prestigious award.'

■FIXTURES

Scottish event is a sell-out success

THE Institute of Road Transport Engineers is holding its annual Scottish National Lecture and Display on October 19 and 20 and once again all stands and bay space have been sold.

The event will be held at the Edinburgh Exhibition and Trade Centre, Ingliston. All displays are under cover and there will be food and drink available.

Test drives and demonstrations will also be given on varied vehicles.

The Rt Hon Lord Shepherd, President of the IRTE, will officially open the event at noon on October 19 and the lecture will be given by Mr John Berry at 11am on October 20 on the topic of EEC Transport and engineering issues in relation to 1992. Entry to the lecture is free.

■POLICE INVESTIGATION

Police appeal for help

POLICE are appealing to *Coachmart* readers for information about a spate of alleged frauds this year.

A man had telephoned operators claiming he was a fitter stranded after attending a breakdown, and needed cash to pay for travel tickets. He had been given money by several operators but subsequent checks had proven he was not connected with the firms he claimed to work for.

Now, Wakefield Police are hoping *Coachmart* readers can help by telling them about any similar incidents - which they say could be spread across the country.

Detective Constable Philip Hurst has asked any operator who has been victim of similar confidence tricks to contact *Coachmart* direct, using Fax number 0733 63100: 'We are not sure if our Fax machine can handle all the incoming calls we expect,' he said.

■ACCIDENT

Eleven die in Aussie crash

ELEVEN coach passengers died and 42 were injured when a coach plunged over a cliff in Australia after hitting debris from a landslide.

The coach fell 160 feet, rolling several times, before landing on its side. The driver was among the dead after the accident on Queensland's Gold Coast.

■PEOPLE

Jim Begg leaves Midland Bluebird

MIDLAND Scottish coaching arm Midland Bluebird has said farewell to Jim Begg after 14 years at the helm of the firm. Mr Begg has taken early retirement, having recently become a grandfather.

Midland Scottish chairman Moir Lockhead said the company has persuaded Mr Begg to stay on as a non-executive director.

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It still pays to be professional

TEN years ago this week an event took place which changed the fortunes of many operators and the course of history for the PSV industry.

Yet, had I not mentioned it, many involved in this business at the time will have forgotten it, and new entrants will hardly believe some of the amazing constraints on operation of more than a decade ago.

Another hint for those who have not yet realised what I am writing about: over the past four or five years one of the buzz words on this page has been 'deregulation'. So much so that it has become synonymous with the abolition of 'stage' service licences.

In fact, for many operators, deregulation began ten years ago - but I do not remember us calling it by that name. It was simply the abolition of excursion and tour (E & T) and express service licencing.

It almost defies belief now that for anyone, whether an operator or a private hirer, to legally advertise a coach outing to the public, they had to have a licence which defined the exact starting point, any other picking up points, the route, the exact destination point and the fare which would be charged.

To get such a licence one had to prove at a public hearing to a panel of three traffic commissioners that there existed a public need for the particular excursion being proposed.

It was open to anyone holding similar licences to object - and, by golly, they did too!

If an applicant was lucky enough to get a licence granted, limits would be imposed as to the number of vehicles which could be run on it on any one day and how many days per annum it could be operated.

Sometimes even the months of the year in which the licence was valid was also a condition.

I once managed to seriously upset the equilibrium of a national bus company manager (who was objecting to a grant to me) by producing his own tour brochure and demonstrating to the commissioners, through questioning him, that his published programme exceeded the overall number of departures which his licence allowed.

Applebys' Lincolnshire Poacher service: stopped before it robbed the larder.

Deregulation had been dreamed of but was thought unlikely to happen.

On that basis there was a greater public demand than permitted by the objector's licence and I managed to win some of it for myself!

To get an express service licence was even harder.

For even if one picked a destination which other operators did not serve, they would argue that abstracting (a favourite word) passengers from the departure area to go there, would lessen the viability of their express services which went elsewhere. It would, therefore, not be in the public interest.

How futile, how time consuming and how stupid it all sounds now.

In retrospect the amazing thing was not that this relaxation happened in October 1980, but that the restrictions had survived for so long. No doubt the same will soon be said about bus service deregulation.

Nonetheless, at the time it was a stupendous piece of liberation, dreamed of by many, yet almost incomprehensible that it could ever happen.

Like all changes, it produced winners and losers. And, like 1986, those who thought they had most to lose often found that, in fact, they were the biggest beneficiary.

Remember British Coachways? A conglomerate of operators who were going to cripple National Express.

Lead, as I remember it by Geoffrey Steele of Wallace Arnold, and with well known names like Barton, Grey Green and others of similar ilk in the vanguard, they offered a range of cut price services between a limited range of city centres.

The terminal facilities, to say the least, did not portray a very good public image.

The price cuts did untold damage to the entire coaching industry, and benefitted the participants little, if at all; for before long British Coachways faded away.

For some reason, London was a magnet for express services. Applebys ran its Lincolnshire Poacher, but quit before it robbed its larder, showing more business acumen than Cotters (and others) who were broken by the experience of chasing passengers for London.

Generally the independents did not do well out of daily express services, but did gain something (even if it was only now operating legally) out of summer holiday traffic. Meanwhile, National Express flourished.

It benefitted from the new public awareness that BC had focused on coach travel. It increased departures, changed routes, offered promotional fares, and, eventually, caught on to the idea that an upmarket service, to become known as Rapide, might be quite a good seller.

Almost everyone had a dabble at excursions, so much so that I pulled back from that market for a while until the dust settled down.

Despite a series of roadshows which CPT (now BCC) mounted, some new entrants to the E & T market failed to accept that there were considerable extra costs in advertising and promoting tours, ticketing individual passengers, and paying agents commission. All that on top of the distinct possibility of lightly filled coaches and the inherent risk of lost deposits and cancellation charges.

Bankruptcies were predicted for those who failed to heed the ground rules of operating in this new market, and bankruptcies there were.

But there were many success stories too, the winners still being obvious today.

Looking back at those who I knew who did not do so well and those who visibly have profited by the deregulation of a decade past, the pattern which emerges is just about what I thought would be the case at the time: those who ran successful businesses before October 1980 did quite well out of it because they were already geared to learn themselves, train their staffs and do the new jobs properly and professionally.

Those who grasped at licensing relaxation because they were already floundering found it to be a straw - and several sank.

Already I fear the same pattern is emerging from bus deregulation. How many times does history have to repeat itself before we learn by experience that professionalism pays?

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You've been buying...You've been buying...You've been buying...You've been buying...You'v

Barnes buys its first Deauville

BARNES Coaches Ltd, of Aldbourne, near Marlborough in Wiltshire, is the proud owner of its first Volvo B10M GL Jonckheere Deauville.

The new vehicle features white and green livery with red lettering. Completed to executive standard, the specification includes: 51/53 Vogel 3000 reclining seats, Blaupunkt Munchen radio/PA/cassette, rear demountable toilet with continental door, full interior carpeting, full draw curtains, together with Runnymede drinks machine and video.

Registered in August, the vehicle joins five other executives in the 17 vehicle fleet. It will be used on a variety of work, including private hire, European trips, and Barnes' own British tour programme from the Swindon catchment area. A Bova is used as the Swindon Town football coach - a contract held for 15 years.

Director Lionel Barnes told *Coachmart:* 'Although I maintain that a good driver in an old coach is better than a new coach with a bad driver, if you buy new you've done the best you can.'

Mr Barnes is co-director of the family-owned company with his sister Elizabeth Brown. Their grandfather, Thomas, started 75 years ago with a horse and cart. A coach fleet was built up over the years and a coal merchants owned until 1983.

Sadly, Lionel and Elizabeth's uncle, Robert, died in January 1990 and father, James, died in September. Both remained active in the business until the end.

Mercedes will pull its weight at Kilo

K FOR Kilo was the taxi call sign for Kilo Coaches before the Wickford, Essex, operator moved into small coaches 10 years ago.

Sole proprietor Tony Upham said: 'Now there is more money and less hours.' Work for this new Mercedes Benz 814D comprises school contracts during the day supplemented by evening and weekend private hire.

After factory painting in Mercedes dark blue, the £36,000 vehicle was prepared to PSV specification by Crystal Conversions, of Dartford.

Mr Upham selected Crystal because of its convenient location and its willingness to take a 26 seat Mercedes Benz 709D in part exchange. Mr Upham said the 709 was underpowered.

The new vehicle incorporates side lockers, Webasto, TV and video. It joins five other small coaches and mini-taxis. Mr Upham described this size of fleet as ideal. 'I've got as big as I want to. The choice is whether to be very small or very big. A lot of work is regular contracts, which is relatively recession proof.

'At the moment it is very difficult to get PSV drivers, particularly part-timers. If the fleet was twice as big there would be twice the overheads.'

Barnards continues fleet expansion

THE 1990 new coach delivery for Barnards Coaches, of Kirton Lindsey near Scunthorpe, South Humberside, was a Duple 340 SL on DAF SB2305 DHS chassis.

Finished in white with red and maroon stripes, the vehicle has 53 recliners, centre demountable toilet, continental door and Radiomobile radio/PA system. It is used on continental and UK extended tours.

Partner Michael Barnard explained that new vehicle purchase was part of a fleet expansion programme during recent years from seven to 16 vehicles.

Four service buses (two deckers and two Leyland Nationals) are based at the Gainsborough depot acquired with the business of Harry Williams who retired through ill-health in August 1989.

Gainsborough private hire commitment is serviced by vehicles from the coach fleet, which includes a full range of vehicles from two continental tourers to two elderly coaches dedicated to schools.

Mr Barnard said: 'We keep our Bedfords and Fords off motorways on Scarborough and Skegness private hires.'

You've been buying...You've been buying...You've been buying...You've been buying...You've

Swift flies into St Helens

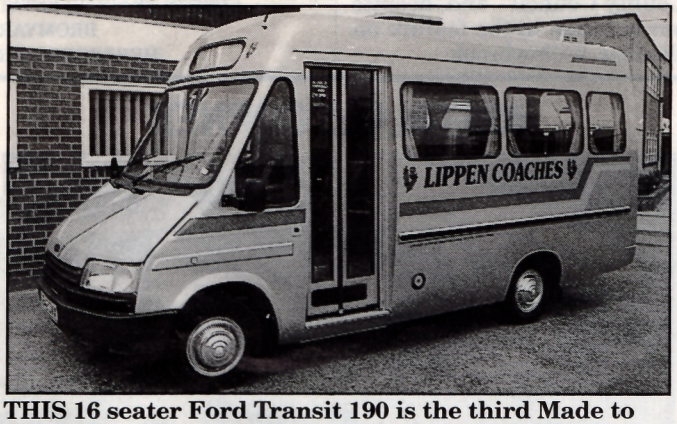
DERRICK Ball, of St Helens, has added this secondhand 1988 Leyland Swift with Elme bodywork. It was acquired for the seven vehicle fleet from Stuart Johnson.

The latest coach seats 27 passengers plus courier in its Portuguese bodywork which features power door, radio/PA/cassette, wheel discs, side locker, carpets and curtains. Chassis specification includes standard Cummins B series engine coupled to five speed gearbox.

Derrick Ball and his wife Joan have run the business for more than a decade. Operated are vehicles ranging in size from 12 to 53 seats, including a 51 seat DAF/Van Hool purchased earlier in the year - also from Stuart Johnson.

A new style of white/orange/blue livery has been applied to both coaches by Wilcox, of Brownhills.

You can trust a Transit



THIS 16 seater Ford Transit 190 is the third Made to Measure coach this year for Lippen Coaches of Johnstone.

Named after an old Scottish word meaning trust and reliability, Lippen was started five years ago by Christine Graham who ran the business alone for a year until being joined by her husband George.

Mr Graham, a former Graham's Bus Services inspector in Paisley, told *Coachmart* that the main work was local service using three of the company's six minibuses.

The main commercial service linking Paisley with Glasgow Airport and Erskine now has a tendered extension to Bishopton. Following Graham's of Paisley withdrawing from bus operation, Lippen added a Linwood-Johnstone service at the end of April on a variation of the old Graham's route.

Although in competition with Strathclyde double deckers and Western single deckers, Lippen diverts into housing areas with its small coach seated vehicles.

Other work for Lippen includes special school/hospital contracts and private hire. Mr Graham said: 'We quote a price and explain that we are giving a service.'

Reassured that holding-out for sensible rates was worthwhile, Mr Graham added: 'We get an awful lot of repeat business. We are not going above 25 seaters - big buses are a different speciality.'

New coach to go on tour and concert duty

THE latest coach for Kent operator Scotland & Bates is a fifth Plaxton 3500 executive on Volvo B10M chassis.

Partner Richard Bates explained that the coach would be used on continental weekend tours and specialised European concerts. He said: 'Concert work is a fluctuating market depending on the names. We hire in where necessary.'

Finished to four star specification with 49 reclining seats, the new coach has rear sunken demountable toilet/washroom and video.

Scotland & Bates has retrofitted front mounted hot and cold drinks facilities. Said Mr Bates: 'We prefer front door post fitment of cool box and hot drinks dispenser, because it is convenient for a courier and remains within the driver's view.'

Four Bedfords remain in the fleet for schools/workers contracts and three standard 53 seat Volvos are used on Pontins excursion work.

Ted Scotland and Bob Bates started as a post-war taxi business before branching into coaching. It remains as a Bates family partnership. Mr Bates said: 'We are a typical country coach operation doing a little bit of everything.'

With all maintenance done in-house, he added: 'It is probably our biggest earner - we save money doing it ourself and keeping things under control.'

Marksman was On Target

From Martin Perry

SIR

Further to the statement made by *'Marksman'* that Hereford and Worcester County Council were 'in the process of running their own bus services' and the letter from the county engineer and planning officer published in your issue on September 6, I feel that some comment should be made as Mr Jones' letter of denial does not quite tell the whole story.

Hereford and Worcester County Council, in common with all local authorities in these competitive business like times, are in a position to submit their own tenders on a 'direct labour' basis for every kind of local authority service from refuse collection to street light maintenance - and this includes the provision of subsidised bus services.

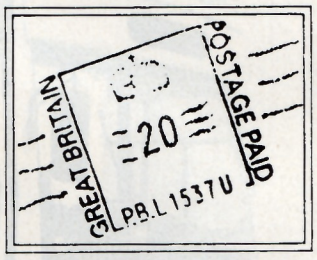
It may be a fact that HWCC do not currently run their own bus services, but it is a certain fact that they are (unlike many other county councils) a PSV Operators' Licence holder - licensed with the West Midland traffic area as PD203, and currently operating half a dozen Plaxton Supreme-bodied coaches. It is, therefore, but a short step to their taking up the option of running scheduled routes should they so wish.

The same, I assume, can apply to school contracts - indeed one only has to look at Dorset where a fleet of Bedford YNTs and Leyland Tigers are operated by the county education department on their own school routes, although these are not currently PSV licensed.

There is, therefore and in my view, considerable justification in *Marksman* putting forward his views on the possibility of there being a very thin dividing line between certain tendering authorities and the potential successful winners of contract services - and indeed, should there be a future change of political colour of our Government, this might be something that smaller private operators could well bear in mind!

For the record, my company operate contracted school and service work for Hereford and Worcester County Council - and, despite our mention in the feature on the new Willowbrook Warriors for Metrowest (*Coachmart*, Sept 20, page 13), we are in Bromyard, and nowhere near Bromsgrove!

MARTIN PERRY
STREAMHALL GARAGE
LINTON TRADING ESTATE
BROMYARD
HEREFORDSHIRE



Send your letters to:
The Editor, Coachmart,
EMAP Response
Publishing Ltd,
Wentworth House
Wentworth Street,
Peterborough PE1 1DS
Or by fax: 0733 62656

The Editor is always pleased to receive letters for publication in Coachmart and will, if requested, publish these anonymously. But please attach your name and address for our own information.

When a sale is not a sale

From A Cynical Operator

SIR

The whole world and his aunt have heard about the Plaxton 'sale'. Having however attempted to deal with them during this 'sale' I freely admit to being a little confused.

I am a simple man. The words on their brochure say: 'Genuine price reductions on all used stock.' I stupidly thought that meant the vehicles cost less. A strange thing happened when I asked for part exchange, the prices went back to the old part exchange deal prices, and they would not budge.

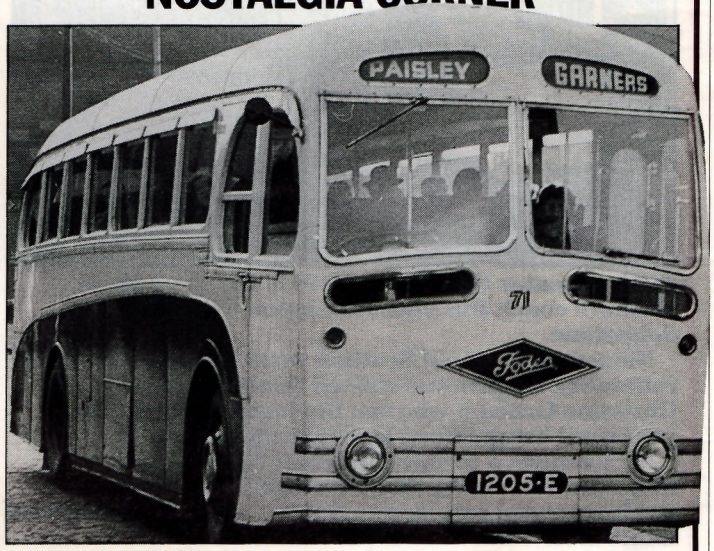
What it seems to me has happened is that the 'sale' prices (with a few exceptions, largely on vehicles nobody particularly wants) are the old 'straight deal' prices that, after the usual haggle, anyone could have got anyway.

I mentioned this at some length to my Plaxton rep, who is one of the cleverest in the business and for the first time ever, although not at a loss for words, he could not give me the semblance of a convincing answer.

Am I the only operator who is having doubts about this genuine sale? Am I cynical, you bet I am. Have I gone elsewhere, you bet I have, perhaps never to return.

NAME AND ADDRESS
SUPPLIED

NOSTALGIA CORNER



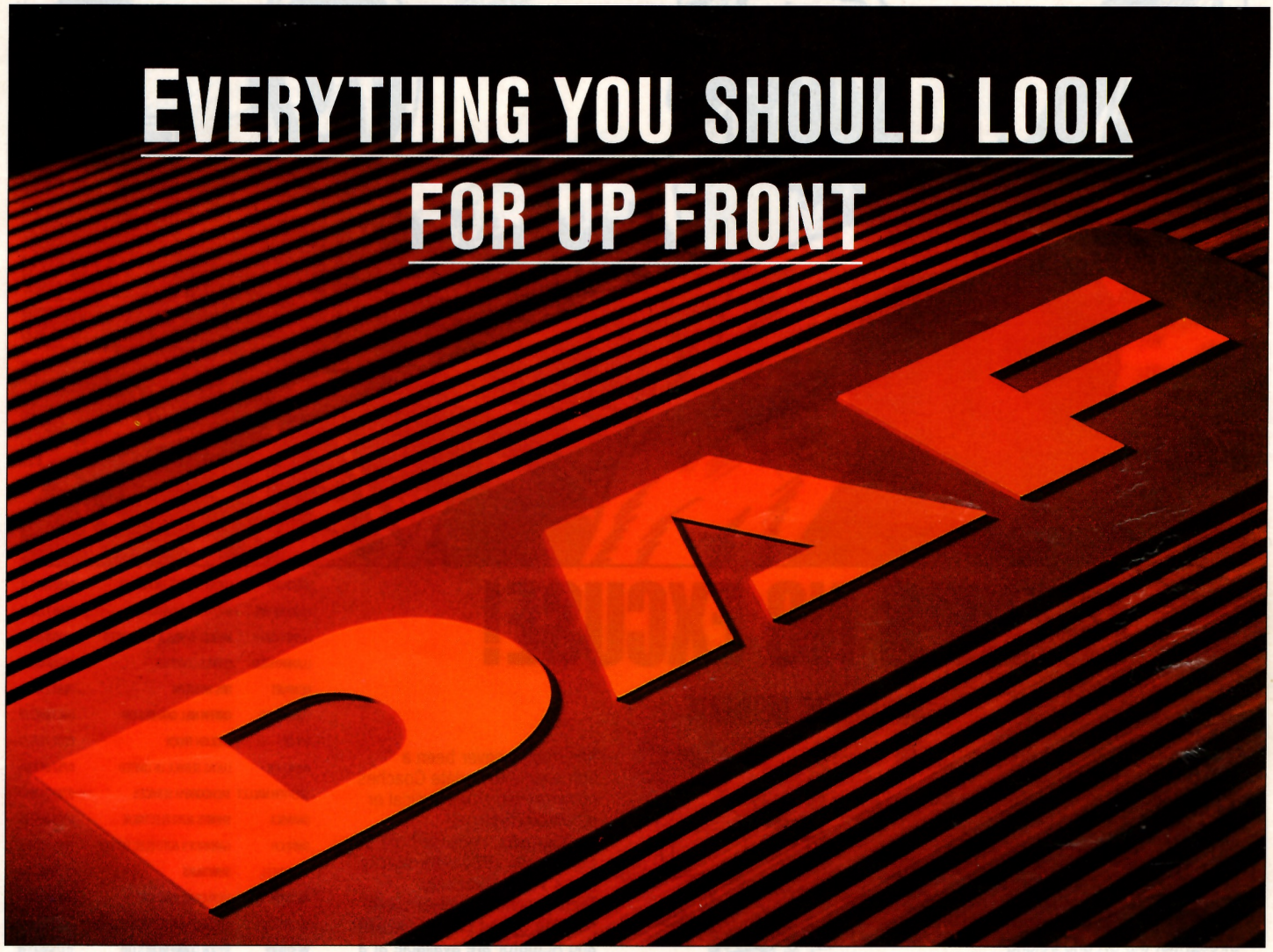
REAR-ENGINED Foden coaches were thin on the ground. This PVRG6 was new to Potteries' operator W S Rowbotham in 1953 and had bodywork by Lawton - a company favoured by many independents in the area at that time.

However, Potteries Motor Traction Co bought a number of these operators and Lawton saw its regular customers disappearing one after the other.

Rowbotham succumbed to PMT in 1959 and 1205E (one of the very first coaches with reversed registration) was included in the deal, but was quickly resold to Scottish operator Garners Buses of Bridge of Weir.

Alistair Douglas supplied the photograph showing the vehicle on Garners' Bridge of Weir to Paisley service. Garner's is no longer with us and the Foden ended its days with a showman.

EVERYTHING YOU SHOULD LOOK FOR UP FRONT



(AND EVERYTHING BEHIND IT)

Whatever you may be looking for, whether it's a bus or a coach, you can be sure that when it carries the DAF badge, it will be more than capable of meeting all your needs.

Our product range rivals the best on the market, and that's because of our commitment as a forward-looking manufacturer dedicated to spending considerable time and money on research and development.

A commitment that, over the years, has been manifested in the opening of a dedicated bus and coach assembly plant in Eindhoven, and in technology such as T.S.D. (Total Structure Dynamics), ATi (Advanced Turbocharged Intercooling), and culminating in the unique SB220 City Bus underframe.

T.S.D. is, without doubt, the most significant development in bus structural design for decades. A multi-million pound investment that has produced the perfect integrated sub-frame unique to DAF.

Of equal importance is ATi, a driveline philosophy that's already shown itself to be a major factor in achieving optimum fuel economy.

As for the SB220 City Bus, it is an entirely new concept in bus engineering and design. A result of massive expenditure and nine years' research, it has been built to handle perfectly in both city and motorway conditions.

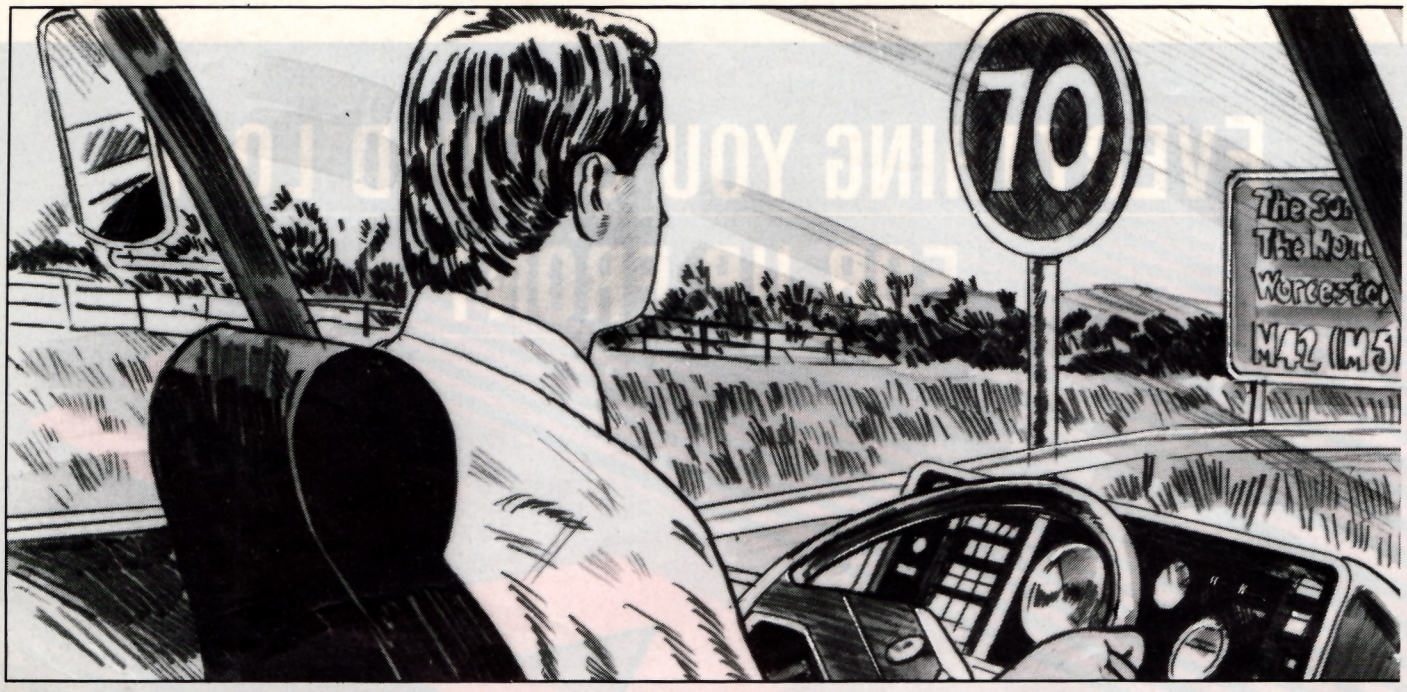
Now, when you're looking for everything up front in a bus or coach, and you see the DAF badge, you'll know the vast depth of commitment and research that lies behind it.

MEMBER OF THE UNITED BUS GROUP

DAF BUS

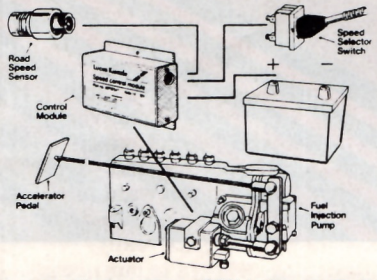
Manston Lane, Leeds LS15 8SU.

Tel: 0532 645182 Fax: 0532 606635



THERE'S NO EXCUSE!

SCHEMATIC DIAGRAM



With effect from 1 April 1991 all Coaches that exceed 70 mph and were first used after 1 April 1974 must be fitted with a Speed Limiter BY LAW, set to a maximum speed of 70 MPH. Lucas Kienzle, with over 150 distributors throughout the UK and Ireland who can advise and fit our Speed Limiter system leaves you no reason to be caught out.

Obeying the law and avoiding heavy fines is not the only benefit that comes with fitting one of our Speed Limiters.

For a start our electronic Speed Limiter has proved itself, through constant testing and development, to be extremely reliable. It can also save as much as 14% on fuel bills and due to less wear and tear on engines, transmissions, brakes and tyres you can reduce your maintenance costs as well.

That's not all, for driver comfort we've also designed our product so there's no sensation of engine hunting and full power is always available. In fact, it's so smooth that the only sign of operation is a change in engine sound.

And there's never been a better time to update Coaches currently using mechanical or outdated electronic tachographs, because from 10 September 1990 while stocks last a 1318 Automatic Tachograph(with power cable) plus the Speed Limiter module and Actuator are available at a special price which is over 20% below normal retail prices.*

If you want to know more about our products or how the law effects your company, then fill in the attached coupon and send it to Lucas Kienzle Instruments Ltd, 36 Gravelly Industrial Park, Birmingham, B24 8TA. Or alternatively take advantage of our 24 hour help line on 021 327 7414.

*** Additional brackets to suit each application are required - see your local distributor. Note that fitting is not included. A Road Speed Sender Unit and cable may also be required.**

Lucas Kienzle

Please send me details about the Lucas Kienzle Speed Limiter

Name_____

Title_____

Company_____

Address_____

_____ Post Code_____

Tel No_____

No of Coaches (Requiring speed limiters)____

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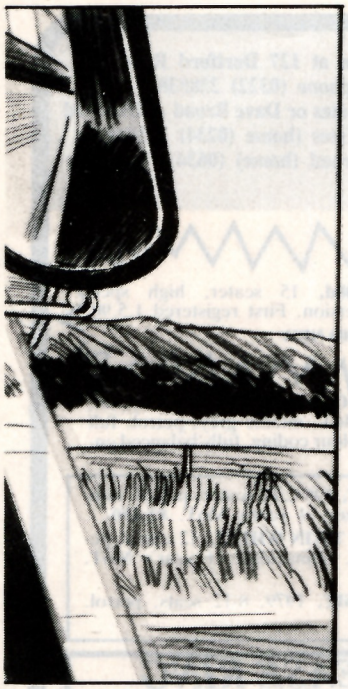
AVONMOUTH	S A TRUCKS (BRISTOL) LIMITED	0272-825831
BRECON	BRECON MOTORS (DIS) LIMITED	0874-2223
BRISTOL	LEX TILLOTSON (BRISTOL) LTD	0272-557755
BRISTOL	BRYAN BROS TRUCKS LIMITED	0272-772671
CARDIFF	LUCAS SERVICE UK LIMITED	0222-228361
CHEPSTOW	BULWARK TRANSPORT ENG.	0291-622326
EXETER	FRANK TUCKER (COMMERCIALS) LTD	0392-832662
EXETER	LUCAS SERVICE UK LIMITED	0392-70235
GLOUCESTER	TARGET OF GLOUCESTER	0452-21581
GLOUCESTER	WATTS TRUCK CENTRE LIMITED	0452-25721
GLOUCESTER	LUCAS SERVICE UK LIMITED	0452-506038
HELSTON	ARLINGTON MOTOR CO	0326-572561
HEREFORD	LUCAS SERVICE UK LIMITED	0432-265571
LAUNCESTON	PANNELL COMMERCIALS	0566-773896
LLANFYRNACH	MANSEL DAVIES & SON LIMITED	0239-831631
LLANRHYSTUD	LEWIS'S COACHES	09748-495
NEWPORT	BRS WESTERN	0633-259961
PONTYPRIDD	GRIFFIN MILL GARAGES LTD	0443-842216
POOLE	ENGLISH TRUCK	0202-715577
PLYMOUTH	LUCAS SERVICE UK LIMITED	0752-667331
SHEPTON MALLET	TACHOGRAPH SERVICES	0749-343963
SWANSEA	SHORTS AUTO ELECTRICAL	0792-469595
SWINDON	GARDINER'S AUTO ELEC SERVICE	0793-529254
ST AUSTELL	SPARTRUKS	072681-4913
TAUNTON	HICKLEY VALTONE LTD	0823-276041
TOTNES	WINCANTON DISTRIBUTION SERVICES	0803-867910
WESTBURY	RYGOR COMMERCIALS LTD	0373-864334
WINCANTON	WINCANTON DISTRIBUTION SERVICES	0963-33800

SOUTH EAST

ALDERSHOT	P D E (FARNHAM) LIMITED	0252-316504
ASHFORD	CROUCH'S GARAGE LIMITED	0233-623451
BRIGHTON	LUCAS SERVICE UK LIMITED	0273-772341
CANTERBURY	LUCAS SERVICE UK LIMITED	0227-453510
CROYDON	C BARBER & SON	081-689-4414
CROYDON	DEES OF CROYDON	081-681-6711
EASTBOURNE	PANDA DIESELS	0323-767626
ERITH	SOUTH EASTERN AUTO ELECTRICAL	0322-342277
FELTHAM	HEATHROW COMMERCIALS LIMITED	0784-243571
GREENFORD	NORMANDS COMMERCIAL VEHICLES	081-575-5688
GUILDFORD	F G BARNES & SONS LIMITED	0483-37731
HORSHAM	EVANS HALSHAW SUSSEX LIMITED	0403-56464
LONDON	A23 TACHO CENTRE	081-671-7781
MAIDSTONE	SOUTH EASTERN AUTO ELECTRICAL	0622-690010
PORTSMOUTH	LUCAS SERVICE UK LIMITED	0705-661504
READING	LUCAS SERVICE UK LIMITED	0734-861202
SITTINGBOURNE	SPARSHATTS OF KENT	0795-479571
SOUTHAMPTON	TAPLINS AUTO ELECTRICS LIMITED	0703-331331
SOUTHAMPTON	ADAMS MOREY DAF	0703-663000
TUNBRIDGE WELLS	LUCAS SERVICE UK LIMITED	0892-510800

EAST

AYLESBURY	PERRYS THE AYLESBURY MOTOR CO	0296-26162
BASILDON	ARLINGTON TRUCK CENTRE	0268-532068
BECCLES	GALES GARAGES LIMITED	0502-717023
BEDFORD	ARLINGTON TRUCK CENTRE	0234-270000



CAMBRIDGE	LUCAS SERVICE UK LIMITED	0223-315931
CHELMSFORD	TRIMOCO LIMITED	0245-466619
COLCHESTER	COLCHESTER FUEL INJECTION LTD	0206-862249
DAGENHAM	DAIRY CREST GARAGES	081-517-5444
DUNSTABLE	TRIMOCO TRUCKS (A5) LIMITED	0582-597575
DISS	TRUMBAR TRUCK CARE LIMITED	0379-652156
ENFIELD	ARLINGTON TRUCK CENTRE	081-804-1266
ENFIELD	HUNTER VEHICLES LIMITED	081-805-1016
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HARLOW	ARLINGTON TRUCK CENTRE	0279-22391
HATFIELD	S & B COMMERCIALS LTD	07072-61111
HAYES	DAGENHAM MOTORS	081-561-8888
IPSWICH	LUCAS SERVICE UK LIMITED	0473-215931
LEIGHTON BUZZARD	CHASSIS DEVELOPMENTS LTD	0525-374151
LONDON	EAST LONDON TACHO & SPEED LIMITER CENTRE	081-471-7243
MILTON KEYNES	CITY TRUCK SALES	0908-665152
NORWICH	LUCAS SERVICE UK LTD	0603-410301
PETERBOROUGH	T C HARRISON GROUP LTD	0733-558111
PETERBOROUGH	SELLERS & BATTY	0733-60591
PURFLEET	SCANTRUCK LIMITED	0708-864915
WATFORD	VALES DAF TRUCKS LIMITED	0923-776688
WILLESDEN	BEL ENGINEERING LTD	081-969-1616
WYMONDHAM	GALES COMMERCIAL VEHICLES LTD	0953-601222

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ASTON	LUCAS SERVICE UK LIMITED	021-327-1525
BIRMINGHAM	BIRMINGHAM TRUCKS LIMITED	021-707-9700
BOSTON	C F PARKINSON LIMITED	0205-363008
BURTON	JEFFRREY'S HAULAGE LTD	0283-214326
DARLASTON	WINCANTON TRANSPORT LIMITED	021-526-3833
DERBY	SHERWOOD DAF TRUCK LTD	0773-863311
DIDCOT	TAPPINS COACHWORLD	0235-511115
EVESHAM	COULTERS OF EVESHAM	0386-442525
HALESOWEN	LEX TILLOTSON (STOUR VALLEY)	0384-424500
HINCKLEY	PAYNES GARAGES LIMITED	0455-38911
LEICESTER	A B BUTT LIMITED	0533-513344
LEICESTER	COSSINGTON COMMERCIAL VEHICLES	0533-607111
LINCOLN	C F PARKINSON (LINDSEY) LIMITED	0522-530176
NEWARK	C F PARKINSON (NOTTS) LIMITED	0636-72631
NOTTINGHAM	R H COMMERCIAL VEHICLES LIMITED	0602-866571
NORTHAMPTON	NORTHAMPTON DIESEL	0604-755321
OXFORD	EVENLODE TRUCK CENTRE LIMITED	0865-881581
STAFFORD	LLOYD'S GARAGE LIMITED	0785-51331
STAPLEFORD	TRENT TRUCKS	0602-395000

NORTH WEST

BOLTON	MANCHESTER TRUCK AND BUS	0204-707227
CHORLEY	GILBRAITH COMMERCIALS LTD	02572-76421
CLITHEROE	STEADPLAN LIMITED	0200-27415
CREWE	CHAMBERLAIN TRANSPORT	0270-581224
ELLESMERE PORT	TACHOGRAPH CHESTER LIMITED	051-355-2101
HAYDOCK	HAYDOCK COMMERCIALS LTD	0942-714103
LIVERPOOL	LUCAS SERVICE UK LIMITED	051-236-7063
LIVERPOOL	PERRIS & KEARON LIMITED	051-709-4262
MANCHESTER	CHATFIELDS OF MANCHESTER	061-273-7351/8
MANCHESTER	LUCAS SERVICE UK LIMITED	061-864-1719
MIDDLEWICH	ERF LIMITED	0606844711
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PENYGROES	J T JONES & SONS	0286-880218
PRESTON	RIBBLESDALE AUTO ELECTRICS LTD	0772-555011
ROCHDALE	TOM MELLOR FORD	0706-355355
SALFORD	SALFORD LEYLAND DAF LIMITED	061-872-7241
SANDBACH	SANDBACH TRUCK CENTRE	027076-3291
SHREWSBURY	LUCAS SERVICE UK LIMITED	0743-55061
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STOCKPORT	GORDON FORD LTD	061-456-6333
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STOKE ON TRENT	PMT ENGINEERING LTD	0782-744744
WARRINGTON	P & O FERRYMASTERS LTD	0925-810000
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NORTH

ANSTON	PLAXTON PARTS & SERVICE	0909-551155
BARNSLEY	CAMERON MOTOR SERVICE CENTRE	0226-742654
BATLEY	LUCAS SERVICE UK LIMITED	0924-472415
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CARLISLE	SOLWAY LEYLAND DAF LTD	0228-39394
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NEWCASTLE	HENLY'S (NEWCASTLE) LTD	091-261-1471
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SOUTH KILLINGHOLME	H & L GARAGES LIMITED	0469-571666
STOCKTON ON TEES	ELECTRO DIESEL NORTH EAST	0642-679741
THORNABY	AUTO ELECTRICS (TEESIDE) LTD	0642-607901
YORK	YORK AUTOLECTRICS LIMITED	0904-654513

SCOTLAND/N. IRELAND

ABERDEEN	THE HARPER MOTOR COMPANY LTD	0224-714741
ABERLOUR	McPHERSONS TRANSPORT	03045-401/3
BALLYCLARE	DENNISON COMMERCIALS LIMITED	09603-52827
BARRHEAD	AILSA TRUCKS LTD	041-881-5851
BROXBURN	BEAVERBANK MOTOR CO. LTD	0506-854834
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COLRAINE	THE TACHOGRAPH CENTRE	0265-54946
DUNBAR	LOWLAND TACHOGRAPH CENTRE	0368-62343
EDINBURGH	SMT SALES & SERVICE CO LTD	031-337-9300
GLASGOW	V L BUS & COACH	041-778-3491
GLASGOW	LUCAS SERVICE UK LIMITED	041-332-6591
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KILMARNOCK	AYRSHIRE TACHO CENTRE	0563-22551
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OMAGH	ETS VEHICLES LTD	0662-243491
PERTH	FREWS CARS LIMITED	0738-25121
RENFREW	RELIABLE VEHICLES LIMITED	041-886-5633
STRANRAER	WESTERN SCOTTISH OMNIBUSES	0776-4484

Look out Fred and Ginger!

PREPARING for the bus and coach industry's event of the year, the Double-deck Dance Competition, are husband and husband team Allan Edmonson and Andy Grout (Andy was just filling in!...Ed).

Their new 'dance of the seven ties' - a tasteful spectacle in which these two perfect specimens of manhood peel off tie after tie to reveal tattoos of leading members of the coach industry - is tipped to be a winner with the ladies.

Pictured here with their trainer, G Knee, the two boys say the highlight of the dance is when Andy sheds his full-length kipper tie to uncover the Bus and Coach Council's entire technical support committee. (If you want to know what Allan and Andy, of Aladdin Tours, are really announcing, turn to our news pages...)

Coachmart's new diary column

● OPERATORS who made it to the biggest European PSV exhibition of the year - over at Amsterdam's Autobus RAI - might be interested to know that the editor-in-chief of *Coachmart* did not find Holland such an easy place to get to grips with.

Finding Amsterdam was a piece of cake, but a press trip the next evening saw Mark Barton heading off in a coach with a large number of Japanese businessmen. It was only upon arrival at a medieval banquet that he was to realise he was with a convention of optical fibre salesmen, who kindly offered him a place at the banqueting table.

Foregoing this offer, and discovering that the taxi fare from this far-flung place would be in the region of £50, Mr Barton then set off on a train back to Amsterdam. After some considerable time, he enquired of a fellow passenger when the train would stop at Amsterdam.

'It doesn't. It's Germany next stop,' replied the Flemish passenger. 'You'll have to change trains.'

Thus the saga continued, until the intrepid Barton finally got back to the hotel in the wee hours.

Mr Barton has now learned so much about the Dutch countryside that he is offering his services to operators... as a tour guide.

● NOT every tourist associates Amsterdam with the canals, tulips and diamond cutting. There's another facet of the Dutch city which doesn't figure in the official tourist guide.

Mealstop can reveal that the seedier side of the street will soon be on offer to coach punters throughout Britain. An operator who has declined to be named is organising an 'all-in' package deal (his description, not ours).

When asked what 'all-in' meant, he told *Mealstop* this meant all the drinks. However, it seems the package deal can only legally be offered to passengers through the firm's Dutch courier, and will appeal chiefly to male travellers...

CRYSTALS
MIDI-COACH SALES LIMITED

Conversions and Showrooms at
Crystal Industrial Park
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FRANK BLOOM (Home)
(0723) 583247

Showroom at 127 Dartford Road.
Telephone (0322) 228538
Contact Eric Yates or Dave Broad at Dartford
or Eric Yates (home (0234) 218549
or Dave Broad (home) (0634) 711178

CRYSTALS' OWN CONVERSIONS

LEYLAND DAF, diesel, 5-speed, 16 high back moquette seats, high-roof, radio/cassette, 4 speakers, full soft trim, baggage racks, saloon heater, quad-vents, tinted raised windows. **£17,600. Turbo Diesel available.**

Air Suspension available.

TALBOT EXPRESS DIESEL, 15/16 seater, high back moquette seats, radio/cassette, 4 speakers, full soft trim, luggage racks, saloon heater, quad-vents. **£15,250.**

MERCEDES 609D, 23 high back moquette seats on tracking, full soft trim, radio/cassette, 4 speakers, luggage racks, saloon heaters, quad-vents, tinted windows. Capacious boot. **£28,950**

MERCEDES 609 D AUTOMATIC SWB, 20 seater, high spec, on tracking, red exterior, red interior, Crystal conversion, coach rear end. ~~£27,950~~ **£23,950.**

FORD TRANSIT DIESEL, 16 seater, low back moquette seats, radio/cassette, saloon heater, quad-vents. **£15,950.**

TALBOT 1000, diesel, 12 moquette seats, soft trim, radio. **£10,450**

IVECO TURBO, Derv, 18 seats, high spec, Crystal conversion. **£24,995**

SECOND HAND VEHICLES

MERC 609, 1987, 26 moquette seats, annual 1 year. **£17,950.**

FORD TRANSIT, petrol, 12 moquette seats, first registered 1983 **£2,950**

FREIGHT ROVER 350, diesel, 16 high back moquette seats, high roof, white with red interior, hi spec. 1st reg 1/8/87. Annual June '91. **£9,450**

MAZDA, 14 seater, first registered 1989, annual April 91, including tracking, very tidy. **£7,250**

FREIGHT ROVER 350, diesel, 18 moquette bus seats, high roof, soft trim. 1st reg 1/8/87. Annual June '91. **£10,950**

FREIGHT ROVER SHERPA, 16 + 5 standees, moquette bus seats, power door, diesel, tacho. 1st reg 1/10/86. Annual Jan '91. **£9,950**

SHERPA 350 DIESEL, 16 moquette seats, high roof, radio, tacho. 1st reg 1/1/86. Feb '91. **£8,450**

FORD TRANSIT, 16 seater diesel, O/D, high back moquette seats, tacho. 1st reg 1/11/84. Annual April '91. **£6,950**

LOTUS ESPIRIT TURBO SE, G Registered, red, 2-litre petrol, leather seats, radio cassette, alarm, 5,000 miles. **£36,000**

EX-DEMO 408d, 15 seater, high spec, Crystals Conversion. First registered 1.5.90. **£19,750 – £22,000 NEW**

FORD SCORPIO, immaculate, 4 door saloon, 1986, 1 year MoT, mtallic grey, petrol, full body kit plus colour coding, fully balanced engine. **£7,300**

BEDFORD CF, 1983, 12 seater, petrol, non-PSV, immaculate. 1 year's MoT. **£2,450.**

BEDFORD CF TWIN WHEEL, 12 seater, petrol, non-PSV, immaculate. 1 year's MoT. **£2,750**

FORD TRANSIT, 1979, 8-12 seats, petrol. **£795**

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and we will be pleased to send you our up-to-date stock list with Britain's largest selection of new and second-hand mini coaches.

FINANCE ARRANGED

COMMERCIAL SERVICES ///
(WEST MIDLANDS)

G reg FORD TRANSIT 12 seater diesel minibus, superb low mileage vehicle with many extras, side door, cloth seats, 5 speed box, super low deposit lease and lease purchase schemes, top value at **£8,995**

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F (89) TALBOT EXPRESS DIESEL, 12 seat minibuses, choice of 2, both 5 speed and side loading doors, super condition inside and out, very economical, all finance options from **£6,495**

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BUNKER - AND BEAT THE CRISIS

Coach operators may be advised to go to their bunkers as Saddam Hussein's antics in the Gulf push up the price of fuel. Rod Davey reports on how bulk buying, diesel discounting and bunkering can reduce operators' overheads.

IT is perhaps worth remembering that fuel surcharges and fare rises scare away customers. But controlling fuel costs may be another way for coach and bus operators to protect their margins - through bulk buying, diesel discounting and fuel bunkering.

Wallace Arnold uses fuel bunkering, and according to its operations director Stephen Barber: 'I would imagine most touring coach operators would benefit from using bunkering arrangements.

'For us it has the advantages of making all fuel transactions cashless and is an aid to good record keeping.' But Gulf crisis-led price rises also give more immediate reasons for going for such deals.

Beranard Fowler, founder and chairman of Banbury-based FP & T Installations, a company specialising in fuel bunkering tanks, says there is now an increased interest in their systems from UK transport operators.

Fuelink offers facilities for operators to 'bank' their bulk discounted fuel with them – and draw from sites while receiving a full fuel management service.

Financial experts say the Government is getting an extra £7.1 million a day in oil revenue.

He commented: 'In relative terms, oil has been cheaper over the last two to three years than at any time since the early Seventies. Panic set in during the 1973/74 oil crisis which eventually led to the issuing of rationing coupons, sharp rises and queues at retail pumps. The same concerns are now re-emerging.'

Mr Fowler believes that in the longer term too, operators should be concerned: 'Even if this conflict is resolved, the general direction of oil prices is upwards due to the increased costs of exploration - conflicts like this obviously focus attention on this valuable resource, reminding us how much business depends on the continuity of supply.'

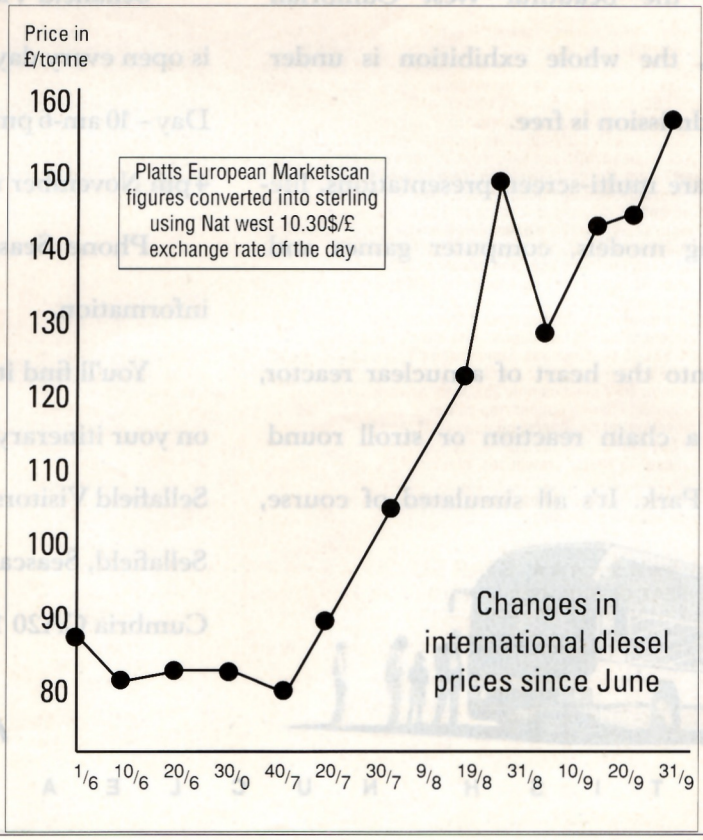
Fuel price rises have given the Government extra tax revenue of £7.1 million a day, if some financial commentators are to be believed. This far outweighs extra defence expenditure quoted at £2 million a day, so perhaps we should not be too surprised if those in power seem a little unconcerned with the problems faced by the public transport industry.

Due to US President George Bush's strategy of playing a waiting game with Saddam Hussein, oil prices seem set to rise further. The price of Brent oil is currently just over $40/barrel (September 27) - but it would need to rise to $80/barrel to match the prices of the early Eighties, according to City analysts.

If war were to break out experts say current prices would immediately double - taking the real price well beyond that of the last recession.

Although this is to some extent independent of the price of the refined product on the Rotterdam spot market at any given time, crude prices will always eventually flow through the system.

A glance at the graph showing diesel price rises since June shows the upward trend. There is quite obviously massive scope for things to get much worse before they get better.



One way to cut costs is to buy diesel direct at prices closer to the World spot prices, and cut out the middle man. But most operators have limited fuel storage capacity in their yards. This is where fuel bunkering services come in.

Bunkering allows commercial operators of fleets to log their forward purchases of fuel - and offers different sites throughout the country where fuel can be drawn. Advances in fuel management technology, such as those made by companies like Triscan, have ▶

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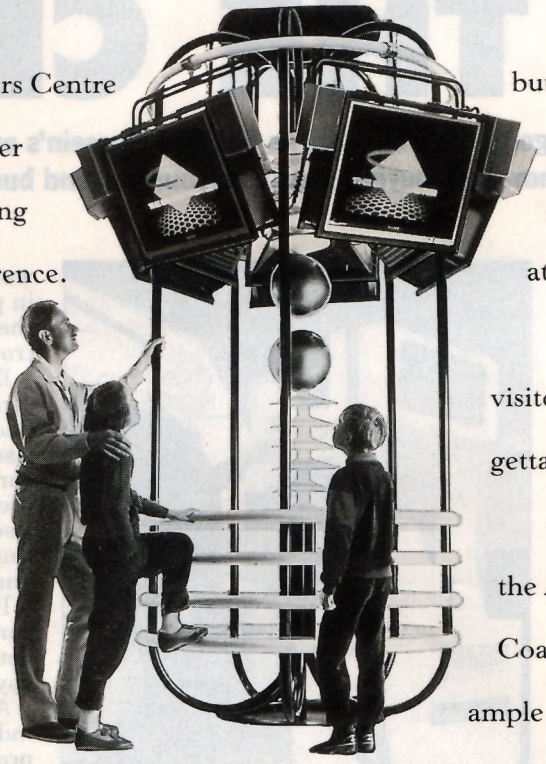

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◀ made such services possible.

There are about seven such firms to choose from operating in the UK at the moment. Market leader is CH Jones, of Walsall, which provides its Key Fuel Systems, followed by Felixstowe-based PCS and Fuelink, which is run by NFC/BRS from the Midlands.

Other companies include International Diesel Services, based at Staines in Middlesex and ironically a subsidiary of Kuwait Petroleum, and Shell Transderv. Additionally, fuel card company Overdrive provides discounted diesel.

Key Fuels allows customers who have negotiated their own discounted bulk prices to take advantage of drawing from over 250 sites throughout Britain. All the operator pays for is the price of the bulk fuel plus a small handling charge.

One spin-off from such bunkering is a comprehensive fuel management service, with the operator advised when his stocks are getting low. Furthermore, the company claims it works as well for the owner/driver as the large fleet operator.

Derby-based Fuelink has the backing of NFC, Europe's largest transport company, and offers a similar service to Key Fuels - with operators buying bulk discounted diesel and banking it at one of Fuelink's nationwide sites.

Again, the operator may draw from a number of sites and is provided with a fuel management service. It is planning on extending its network to mainland Europe.

An expanding European service is provided by International Diesel Service, with 200 sites across the Channel in addition to 25 fuelling points in the UK.

But with IDS operators buying the fuel at discounted prices directly from the company as well as offering credit facilities, the operator gets PIN-coded security and the normal fuel management service with a full break-down of diesel useage.

But PCS Fuel Serv has diesel facilities at 50 sites around the UK, and is planning to double this figure by the end of the year. It offers orthodox bunkering, with the operator buying his own fuel at bulk discounts. Sites are a mixture of manually operated and automatic card-operated fuel dispensing units.

Overdrive Bunkerfuel allows card holders to draw diesel at discount rates providing operators with a fuel control service. Providing its own fuel, it charges a 'schedule price', which is a fixed margin above the Rotterdam bulk price.

Shell Transderv markets itself as 'miles better than a bunker,' although it cuts out some middlemen by allowing the operator to deal directly with Shell.

As well as the advantage of no administration charges, Shell claims its Transderv prices do not fluctuate as widely as bulk fuel for bunker use.

The Shell system gives the operator a maximum of 30 days interest free credit - so no working capital has to be tied up. With more 30 sites, the system is fully automated and provides a fuel management service. Most sites offer driver facilities.

Founded during the 1973/74 oil crisis, Banbury-based FP & T Installations supplies fuel bunkering tank packages direct to the operator.

One way to cut costs is to buy diesel direct and cut out the middle man.

The firm maintains that the rising cost of oil will make it viable for more operators to take advantage of the benefits of their own fuel bunkers and fuel management equipment. FP & T believes the capital costs can be quickly recouped from savings made by bulk purchasing fuel.

Whether the operator goes for discounted diesel or bulk buying and orthodox bunkering, depends on the deal. And this may not necessarily be on price criteria alone, but might depend on the total package offered - taking account of price stability, fuel management services, the security of fuel and the extent of the network provided.

Bunker contacts:

Fuelink Control
6 St James Court
Friar Gate
Derby DE1 1BT

Tel: 0332-292323

C H Jones (Walsall) Ltd
Key Fuel Systems
Queen Street
Walsall
West Midlands WS2 9PB

Tel: 0922-615231

International Diesel Service
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Burgan House
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Middlesex
TW18 3PA

Tel: 0784-467788

PCS Ltd
St Nicholas Road
Felixstowe
Suffolk IP11 8XH

Tel: 0394-673454

Overdrive Bunkerfuel
Harpur House
61 Spa Road
Melksham
Wiltshire SN12 7EJ

Tel: 0225-709515

Shell Transderv
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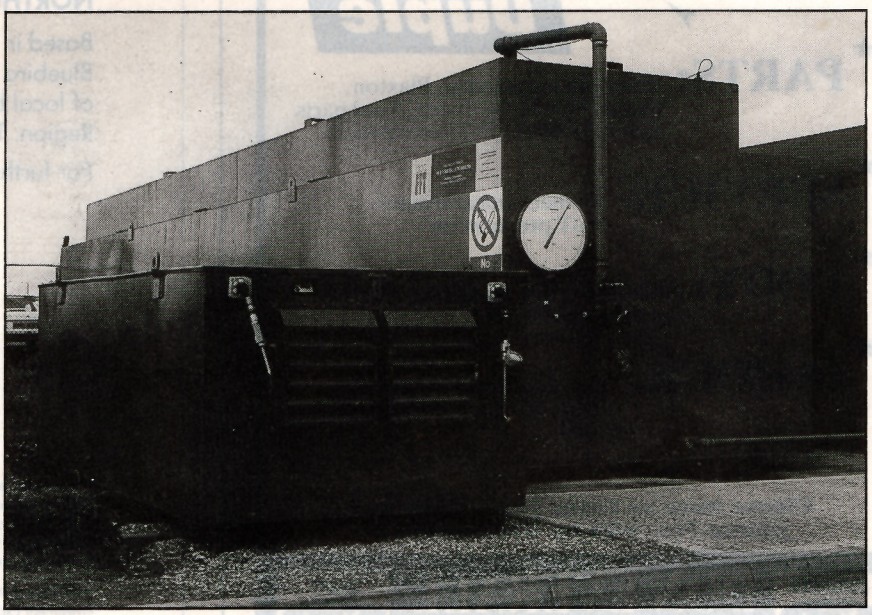
Fifth Floor
Shell-Mex House
Strand
London WC2R 0DX

Tel: 071-257-3216

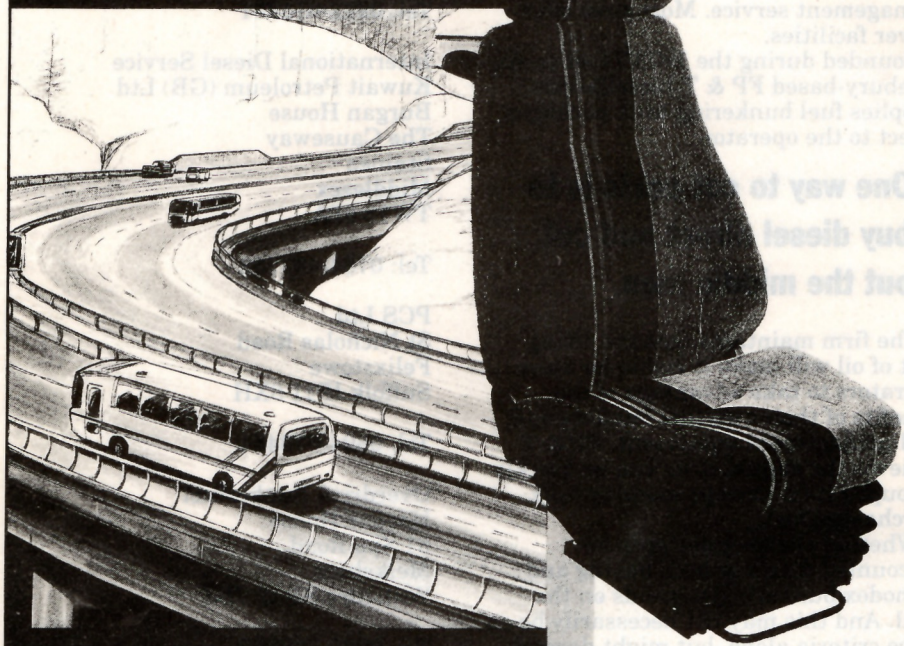
FP & T Installations
13 Lower Cherwell Street
Banbury
Oxon OX16 8AY

Tel: 0295-257551



A typical private bunkering tank provided by Banbury-based FP & T installations – for the operator who wants to go it alone with private bunkering.

THE BOTTOM LINE.



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PROFIT FROM NOSTALGIA

Mike Morgan examines the business opportunities offered by the Asquith Mascot minibus, and finds out how it drives on a trip back to yesteryear.

ASQUITH Mascot prices start at £27,455 for a basic eight seater 1920's style minibus. Add a range of extras to meet your personal requirements and the cost soon reaches £30,000 or more.

Crispin Reed, Asquith's managing director, is convinced of the earning power of these specialised vehicles. He believes hire rates should not fall below £300 per day for corporate business, or £150 for a wedding. These are ideal target markets for the replica coach. Premium rates can be demanded, because competition is limited.

Although current output of two per week is geared to people rather than space, maximum output for the UK will not exceed 50 per annum. Of these 25 would be vans and only 10 would be for coach operation. This limited supply guarantees exclusivity for those convinced of profit opportunity arguments.

Further security is offered by Crispin Reed's long term outlook. The eight operators currently running Asquith coaches are spread geographically. Success in one area brings the risk of copycats, but at the risk of lost business, Asquith will not encourage the establishment of a competitor on the doorstep of an existing operator.

The Asquith Mascot is based on a Ford Transit LWB 100 chassis and can seat up to 12 passengers.

COSTS

Price: **Mascot Deluxe: £28,580** (includes Ford Transit chassis, eight seats, one colour paint work, burr walnut dash, headling, carpeting and all interior trim, battery box and oval brass nameplate, moto-meter, klaxon horn, 4 speaker stereo radio cassette, concealed aerial, roof rail, re-upholstered drivers seat, six magazine holders)

PSV Spec:	£1,085
Extra seats:	£125 each
Leather:	£125 per seat

Cost of Optional Extras

Body		Chassis
Set of signboards:	£690	Anti-roll bar: £380
Front bulkhead:	£140	PAS:£565
Solid brass radiator:	£235	Automatic gearbox: £565
Brass headlights:	£110	
Drivers blinds/rails:	£305	

Availability of Parts

Body parts: Direct from Asquith Motor Carriage Co Ltd, Hunnable Industrial Estate, Great Yeldham, Essex. CO9 4EU

Earnings can reach £500 a day for special events.

Residual values for Asquith products remain high. A March 1985 bus sold originally for £16,750 traded-in against a new replacement was on offer for £18,500 five years later. A favourable RAC inspection was testimony to Asquith's craftsmanship. With fibreglass body there is no rust problem, and as Crispin Reed explained: 'It is 60 years out of date to start with.' He added: 'We will sell on behalf of a customer if required'.

Depreciation can be ignored in your business plan. Costings based on a five year lease should include an allowance for inflation so that a replacement for a vehicle costing £30,000 now can be assumed to have increased by 50 percent. The £15,000 which has to be found is equivalent to £57.70 per week over five years.

Earning potentials of £300 per day, rising to £500 for special events such as Ascot, add strength to the financial arguments. Finance for a Mascot minibus can be arranged through Asquith.

Crispin Reed advised preparing the ground well before making an application. Business contacts should be established to confirm the size of a potential corporate market. Advertising and promotion should be professionally produced, but free publicity should be guaranteed for new businesses.

Barry Elliott, financial consultant specialising in niche markets, offered the following costings and recommendations based on an assumed vehicle cost of £30,000.

If payments are spread over five years at current rates of interest this means a repayment profile of six plus 54. A minimum deposit equivalent to six monthly payments would be £4,422, leaving 54 payments of £737 (£8,848 per annum).

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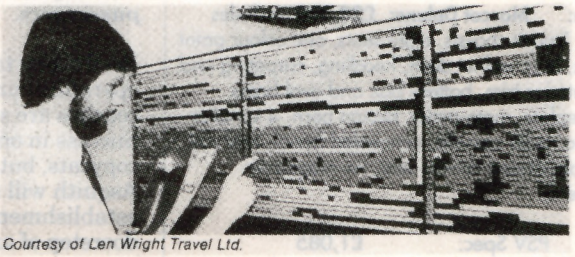

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running costs and the following budget projection was made by Crispin Reed:

Annual Expenditure:	
Instalments	£ 8,848
Insurance	£ 1,000
Running Costs	£ 4,000
Provision for new	£ 5,000
TOTAL	£18,848
Minimum Income:	
One corporate hiring per week	£300
One wedding per week	£150
Total per week	£450
Assume 42 week work	
TOTAL PER YEAR	£18,900

These calculations based on two days work a week show break-even point at 42 weeks. Operators will incorporate variations to take account of regional differences and an acceptable minimum profit, but these figures are a strong justification for buying a specialist vehicle and claiming premium rates.

Barry Elliott does not recommend lease purchase because VAT has to be paid up front on the purchase price. With lease hire the vehicle does not appear on the company balance sheet, and VAT is paid on monthly payments. At the end of the term, the equity (whatever the vehicle is worth) belongs to the owner. Unless spent in the business (eg on a replacement vehicle) then the value of the equity is taxable.

'You must find some sort of bread and butter business; warned Barry Elliott. 'Don't do it on promises. Lock in with an hotel or something similar and obtain letters of intent.'

This down to earth advice was coupled to: 'Include publicity of a quality to match the vehicle, aim to get as many seats as possible, don't under specify the vehicle - don't appear to be cheap - consider double glazing and air conditioning, make sure you have enough money to keep going for at least six months without any guaranteed income.'

The final point raises a chicken and egg type dilemma. Does the work come before the coach or the other way round? To obtain finance Barry Elliott advised the former.

Operators' views

MAGPIE TOURING COMPANY: Ian Whitehead owns one Asquith Mascot minibus which features the option of eight individual reclining and rotating captains seats upholstered in Thames Blueberry velvet or 11 conventional seats. The interior of the coach is luxuriously fitted with curtains, side drinks table, cool box, PA system and full air conditioning.

Distinctive badging on Mascot's bonnet.

An awning with removable side curtains can be attached to the Mascot, providing a safari room for eating and entertainment.

For touring a specially constructed trailer can be used to carry luggage. This is also fitted with toilet and hand basin, and has drink making facilities.

The minibus is used for touring Britain, offering a highly personalised luxury service for small groups of foreign tourists. Developing an incentive/promotional concept the Mascot attends special events, creating interest wherever it goes. Ian Whitehead reports demand from travel and promotional companies looking to add an extra dimension to their clients' proposals.

CAPITAL COACHES GATWICK: An Asquith Mascot eight seater minibus operated by Capital Coaches Gatwick has notched-up 300,000 miles in 28 months. Operated on contract to the Copthorne Hotel the minibus is a 1930's style replica based on a Ford Transit 100 chassis.

Magpie Touring Company's Mascot has optional eight wheel velvet seats.

The Copthorne is 4.4 miles away from Gatwick Airport. Together with a 21 seat Mercedes Benz the Asquith provides a 20 minute shuttle service for guests.

There have been no major mechanical problems and the coachwork has stood up to some very hard use. It has been a great hit with guests, particularly foreign visitors who like to be photographed with it.

On the down side, the shape means that it is not the most economical vehicle on the road and the initial purchase price was high, but against that the resale value, when it is finally pensioned off, will be very good.

THIRSK CARRIAGE COMPANY: Carl Bray formed the Thirsk Carriage Company in November 1988 with the intention of running one Asquith Mascot minibus. Unlike the Magpie and Copthorne minibus he aimed from the outset to operate the Mascot as a PSV.

As a former coach driver for a local company in the North Yorkshire town of Thirsk he had identified a specialist market. Carl said: 'There is certainly a market in our part of the country with Harrogate, York and the Herriott Country on our doorstep.'

Market research with local hotels and tourist boards quickly demonstrated the level of demand to be greater than anticipated. Delivery time for a new Asquith averages six months - time for an O-licence application to be processed. However, Carl responded quickly and ordered a second identical vehicle ready for the start of operations in April 1989.

With capacity increased to 22, both buses are important.

Carl encouraged Asquith to modifiy the Mascot body. Both Thirsk minibuses have authentic looking three window/centre emergency door rear ends. A further modification made after delivery involved the fitment of forced air ventilation above each seat.

PSV specification was necessary to Carl to maximise seating capacity - otherwise each coach is limited to eight seats. Reflecting the more difficult trading conditions in Yorkshire he dismissed the idea of over specification. Nevertheless the Mascots are operated for their profit opportunities. Additional income is derived from selling dedicated roof boards to corporate customers. Having made a one-off payment clients are encouraged to use the boards, and Thirsk Carriage Co, again.

Such clear sighted entrepreneurial acumen pervades the whole enterprise. The Mascot is preferred to the larger capacity Palace because: 'It looks right for the job.' A corporate image is projected with a company logo used on all stationery and brochures. Traditional values are reflected in the black and deep red livery with gold lettering.

During November 1989 Carl obtained a five year London licence to operate local services. This was in preparation for a January sales service on behalf of

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MAN 11.180/Berkhof	7690 kg	14.78 mpg	573 February 1
Caetano/Optimo	3950 kg	16.99 mpg	579 March 15
Iveco 70.14/Beagle	5120 kg	14.25 mpg	589 May 24
Optare SWB Metrorider	4330 kg	17.16 mpg	593 June 21
Optare LWB Metrorider	5000 kg	16.48 mpg	593 June 21

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1987 VW LT-50 Sprinter, 22 str, Midibus. MoT March 91.
1986 IVECO Mellor, petrol, 14-seater. Minibus. MoT June 91.
1980 FORD Transit, diesel, 14 str. Minibus, non-PSV. MoT Feb 91.
1982 FORD R1114 Duple Dominant, 53-str. MoT April 91.
1982 FORD R1114 Duple Dominant, 53 str. MoT Exp.
1979 FORD R1014 Duple Dominant, 45 str. MoT Sept 91.
1979 FORD R1114 Plaxtons Supreme IV, 48-str, toilet. MoT March 91.
1974 BEDFORD PJK Plaxton, 24-str. MoT NEW.
1989 DSB DUBRAVA 3500, 49-str, toilet. MoT Sept 91.
1989 DSB DUBRAVA 3200, 49-str, toilet. MoT June 91.
1989 DSB DUBRAVA 3200, 53-str MoT Nov 90
1987 VOLVO B10M Caetano Algarve, 51-str, toilet. MoT Feb 91.
1985 NEOPLAN Skyliner, 77-str, double deck coach. MoT April 91.
1984 MAN SR280, 55-str. MoT June 91.
1983 MAN Van Hool Astron, 60-str, full Exec. MoT June 91.
1983 DAF DKTL Moseley Alpha, 49-str, toilet. MoT June 91.
1982 LEYLAND TIGER 245 Plaxton Supreme V, 53-str. MoT Current.
1981 LEYLAND LEOPARD (Semi-Auto) Plaxton Supreme, 47 R-sts. MoT NEW.
1979 LEYLAND LEOPARD (Semi-Auto) Duple Dominant, 51-str. MoT NEW.
1976 BRISTOL VR Northern Counties Bus, 76-str. MoT Current.
1970 LEYLAND LEOPARD Plaxton Elite, 53-str. MoT Expired.

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Trusthouse Forte which hired a Thirsk Carriage Co coach to link four hotels with Oxford Street. Carl had to move south for the duration of the service.

On the road

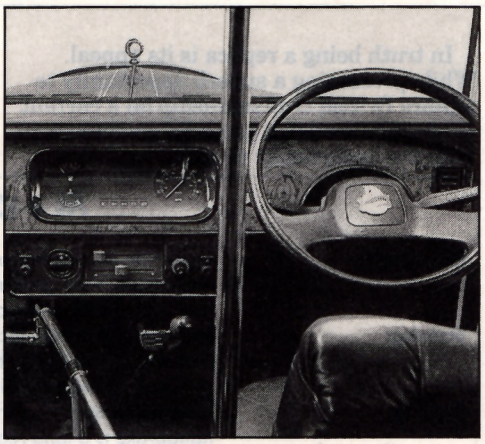
Where better to take a 1920's replica minibus than to a faithful reconstruction of a 1920's town street in Crich, Derbyshire, where the National Tramway Museum operates restored trams along an authentic cobbled street?

The museum management allow suitable vehicles to be displayed among the trams in an environment evocative of days gone by. Permission was obtained to park the Asquith Mascot demonstration 12 seater on the street, and the effect on the assembled public was remarkable.

It was an instant hit with this nostalgia orientated public. Positioned among the trams it was photographed numerous times by admirers.

The original 1901-03 Asquith Carriage Co never got into serious production, but the name was lifted by Crispin Reed, managing director of Asquith Motor Carriage Co Ltd of Great Yeldham Essex. Launched in 1982 as a partnership, the new Asquith company specialised in reproduction vans on Ford Transit chassis.

A reliable alternative was sought for a temperamental 1927 Austin 12 delivery van. This vehicle was a great success in promoting reproduction antique furniture sales, but frustrated both owners and customers by failing to deliver on too many occasions. Reliability and appropriate image were restored when an old Transit vans modern bodywork was replaced by a replica in 1920's style.



1,200 craftsman hours are devoted to completed vehicles, which incorporate hand made mahogany window frames and burr walnut dash.

Cyclical recession in the furniture business forced a change of direction for Crispin Read's lively business mind, and the replica van became the embryo for the new enterprise.

Within two years Crispin's activities were undercapitalised. Salvation came with Asquith joining the Essex based Hunnable Holdings - a group of six companies with a combined annual turnover of £10m. Export markets in Germany and Japan are being expanded and the 40 vehicle order book is full.

Production is limited by skill shortages in rural Essex. The Asquith product is a blend of modern and traditional production techniques. A body shell built from five ounce fibreglass is reinforced with steel and wood. Floor section is a stronger eight ounce structure. However, 1,200 craftsman hours are devoted to completed vehicles, which incorporate hand made mahogany window frames, burr walnut dash, and up to nine coats of twin-pack acrylic paint. Two vehicles a week are completed by small teams of workers.

Highly significant is a switch in production away from vans to minibuses. Production is now weighted three to one in favour of the Mascot or Palace minibus. This predominance of bus manufacture is mainly down to success in the Japanese market.

The Mascot is based on Transit 100 chassis and can seat up to 12 passengers, whereas the larger 16 seat Palace uses twin rear wheeled 190 chassis. A special development for the Japanese market is a Palace with full height entrance doors. Average prices for completed Asquith buses are £28,000 for 12 seats and £34,000 for 16 seats. This represents £11,000 on top of normal Transit prices, but a full range of options is available, including double glazing and air conditioning. Crispin said: 'If the customer wants, then we can supply.'

Asquith achieve the period long bonnet look by moving the Transit front axle forward by 60 cm. Chassis/cabs are acquired direct from Ford and cabs removed prior to modification at the Great Yeldham factory. A steel frame is welded to the chassis in preparation for receiving the body. Seats are bolted directly to this frame, giving strength which enables Asquith to meet German, Japanese and PSV regulations.

Large imposing chrome plated or solid brass radiator and running boards complete the nostalgia package. Asquith's buses have been popular in eight seat configuration for private hire and promotional work, but of eight UK operators running Mascots only five run vehicles to PSV specification.

The day trip to Crich provided sufficient evidence to support the concept of a replica vintage minibus as a viable PSV vehicle. Performance from the naturally aspirated two litre engine is adequate up to 50 mph, but sedate progress is more in keeping with the image. Although a five speed gear box is standard, fourth gear had to be used to maintain 60 mph on the A1 where wind and gradients combined to defeat progress in a higher gear.

Maximum motorway speeds are only possible with the aid of down hill stretches. Potential customers will not anticipate high speed performance, but regular use on trunk roads justifies a larger engine option. Asquith supplies Mascot's with 2.5 litre diesel, or a 2.9 petrol injection option on the Palace. As an alternative a claimed 30 percent increase in power can be obtained by fitting a turbo charger to the standard two litre petrol engine.

Inspite of reservations over performance the Mascot is a delight for passengers and drivers. Soft velour trim, carpeting, polished wood and optional leather seating ensure that the interior is something special. However the atmosphere is completed by the reaction of those outside the bus.

The inhabitants of Market Harborough must be heartily sick of

PERFORMANCE

Gears/Speeds

Gear	Speed
1st	24 mph
2nd	42 mph
3rd	57 mph
4th	66 mph
5th	70 mph

Acceleration Times

0-30 mph	12 secs
0-50 mph	20 secs
0-70 mph	55 secs
30-70 mph in top gear	55 secs
50-70 mph in top gear	35 secs

FUEL CONSUMPTION

Odometer at finish:	29307.8 miles
Odometer at start:	29088.8 miles
Total distance:	219 miles
Fuel used:	58.18 litres (12.79 gallons)
Average Consumption:	17.12 mpg

Fuel tank capacity 68 litres (15 galls) - maximum range = 256.8 miles

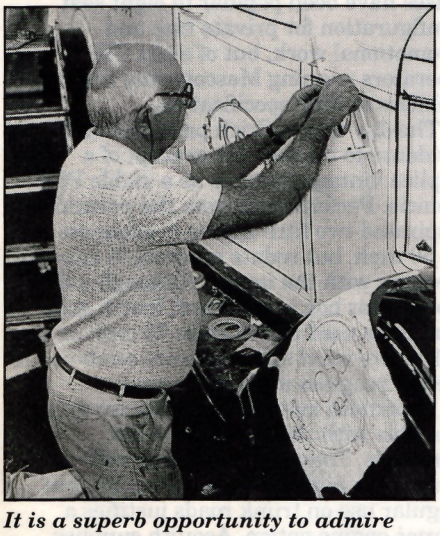
ROUTE: Peterborough-Stamford-Corby-Market Harborough-Leicester-M1-A38-Crich-A38-M1-Nottingham-Grantham-Al-A151-A15-Peterborough

SPECIFICATION

Chassis:	Ford Transit LWB 100
Body:	Asquith Mascot - 12 seats
Engine:	Ford two litre in-line four cylinder
Max Power:	77PS @ 4,500 rpm
Gearbox:	Ford five speed
Steering:	un-assisted
Brakes:	Servo assisted - front disc, rear drum
Clutch:	Hydraulic operation
Suspension:	Front: leaf Rear: leaf
Axles:	Front moved forward by 60 cm (23.5 inches)
Speedlimiter	Exempt
Wheels:	Artillery style 16 inch
Tyres:	Michelin 6.50R 16
Dimensions	
Length:	5670mm
Width:	2110mm
Height:	2330mm

◀ their daily traffic nightmare. Nevertheless they stood up and took notice when the Asquith came to town. While waiting for a mass of traffic to move an elderly couple strolled in front and peered at the radiator badge. 'Yes I remember Asquith - can't be many left now.'

Upon reaching Crich the public gaze became more dedicated. A self-appointed expert examined the front wing: 'Just as I thought, steel - totally original.'



It is a superb opportunity to admire British craftsmanship on a current production model.

In truth being a replica is its appeal. While presenting a superb opportunity to admire British craftsmanship on a current production model, it provides customers with the opportunity to soak-up a nostalgic experience. Add the reliability of a new vehicle and its no wonder that Germany and Japan are growth markets, with the United States of America earmarked as Crispin Reed's next target.

At a glance

Ride Quality:	Jostly ride on country roads, giving a vintage feel without being unpleasant. Very good road holding, resulting from extended wheelbase and body width within axle track. Adversely affected by winds.
Steering:	Too many turns from lock to lock, requiring unwinding when coming our of corners.. Never heavy, but precise and fairly predictable. Power steering option gives more positive control with fewer turns.
Braking:	Progressive and reassuring inspite of long pedal travel. Mechanical handbrake is a long reach and has a short action - improved on current production models.
Noise:	Quiet and refined - very well insulated. Highest sound level was 74 decibels - much lower than standard Ford minibus.
Luggage Accommodation:	Very limited. Six magazine racks and small glove compartment only. However, twin rear doors gave access to space behind and under the rear seats for two or three suitcases.
Security:	Key locks to all doors. Steering column lock. Sliding windows can be secured.
Heating:	Standard Transit cab heating retained. Air conditioning available as an option.
Ventilation:	Fresh air vents on either side of facia. Wind-down windows in driver and passenger door. Top sliders in each saloon window.
Lighting:	Interior: Two wall mounted saloon lights, one entrance area/cab light and seperate step illumination. Exterior: Two large wing mounted headlamps with dim/dip facility. Front indicators disguised as fog lamps with small repeater lamps at the base of each front wing.
Handrails and Guards:	Adequate provision within easy entrance area. Grab rail to right of entry. Low guard rail protecting cab area and H shape arrangement behind driver.

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A large selection of Leyland National service buses, 73/74/75, with good MoTs

DOUBLE DECKERS

1981 BRISTOL VRT Leyland Engine, ECW, 74 seats, MoT June '91.
1980 BRISTOL VRT Leyland Engine, ECW, 74 seats, MoT June '91.
1979 BRISTOL VRT Leyland Engine, ECW, 74 seats, MoT all June '91, 1 only
1975 BRISTOL VRT Leyland Engine, ECW, 74 seats, MoT March '91, choice of 2.
1972 LEYLAND ATLANTEAN 680 Alexander, 74 seats, MoT exp., choice of 2.

1983 LEYLAND TIGER 245 Plaxton Paramount 3500, 49 seats, MoT June '91.
1983 LEYLAND TIGER 245 Plaxton Paramount 3500, SOLD, MoT March '91.
1982 LEYLAND LEOPARD 680 Plaxton Surpreme, 50 reclining seats, MoT May '91.
1981 LEYLAND LEOPARD 680 Plaxton Surpreme, 50 reclining seats, new MoT.
1979 VOLVO B58 Duple Dominant, 53 seats, MoT July '91.
1979 VOLVO B58 Van Hool, 53 seats, MoT June '91.
1979 BEDFORD YMT Duple Dominant, 53 seats, Dec '90.
1977 BRISTOL LHL LEYLAND 101 Engine Plaxton, 53 seats, MoT April '91.
1975 BRISTOL LH LEYLAND 401 Plaxton, 43 seats, Class 5 MoT.

SERVICE BUSES

1974 LEYLAND LEOPARD 680 Manual Gears Alexandra Y Type, 53 seats, MoT May '91. Suitable driver training.

VERY GOOD SELECTION

1977 6-5 & 4-3 LEYLAND NATIONAL MK1 10-3 & 11-3, 49-53 seats, good MoT.

MINI BUSES

1987 FREIGHT ROVER SHERPA's Carlyle 16 service seats.
1985 IVECO 60/10, coaches interior, 19 high back seats.

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Weekly report on law and the coach operator By Michael Jewell

LEGAL NEWS

■ THE DTi has published a booklet which aims to answer companies' questions about the new EC Merger Control regimes.

'Merger Control in Europe' explains the new system, procedures and jurisdiction in an easy question and answer style.

Secretary of State for Trade and Industry Peter Lilley said in announcing the publication: 'The new European merger control regime should give business greater certainty about when the Community jurisdiction will apply and how it will be exercised.

'For the first time, the Community has a specific merger control regime and we welcome the fact that competition will be the main criterion in the assessment of these mergers.

'Our booklet will help business understand how the new regime will work and how it interacts with our own domestic controls which will continue to apply to those mergers outside the regulation and to some that are subject to EC jurisdiction.'

Copies of the booklet are available free of charge from the DTi at 1 Victoria Street, London SW1H 0ET (Tel: 071 215 5000).

■ ALL new road schemes prepared by the DTi are to be audited for road safety during their design and before their opening to help bring down road accident casualties.

Road safety audits are formal checks during the road planning and construction process carried out by staff with safety expertise independent of the design team.

When introduced, any new scheme commissioned by the DTi will be safety audited at three stages in preparation.

- Immediately prior to the publication of draft Orders (Order publication);
- Immediately prior to the invitation to tenderers (work commitment);
- On completion of construction (prior to opening to traffic).

Minister for Roads and Traffic Christopher Chope said: 'The Department's existing highway design standards and associated arrangements go a long way to ensuring roads are safe when in use.

'The introduction of road safety audits forms an element of our 'Safety on the Move' campaign which aims to concentrate attention on what people can do to improve their own safety and the safety of others.'

For more details, contact the Public Enquiry Unit on 071 276 3000.

Uninsured vehicles made 500 trips

A COACH company ran its fleet of vehicles on more than 500 trips in Britain and abroad over a three month period without any insurance - a court has heard.

Anthony and Winston Bedale - trading as Clearways Coaches, of Walsall - were banned from driving for six months and ordered to pay fines and costs totalling £6,090 after admitting a catalogue of offences.

The Bedales each pleaded guilty to 14 specimen offences of using public service vehicles without insurance and one specimen offence of failing to produce tachograph records.

Prosecuting for the West Midland traffic commissioner, Mr Patrick McKnight told Walsall magistrates that the partners held a licence authorising the operation of eight single deckers and two minibuses, though they were only operating seven vehicles at the time the offences were committed.

In April, a traffic examiner had called at the firm's premises and asked for the production of tachograph charts. Mr Anthony Bedale produced some and said that the others would be produced later.

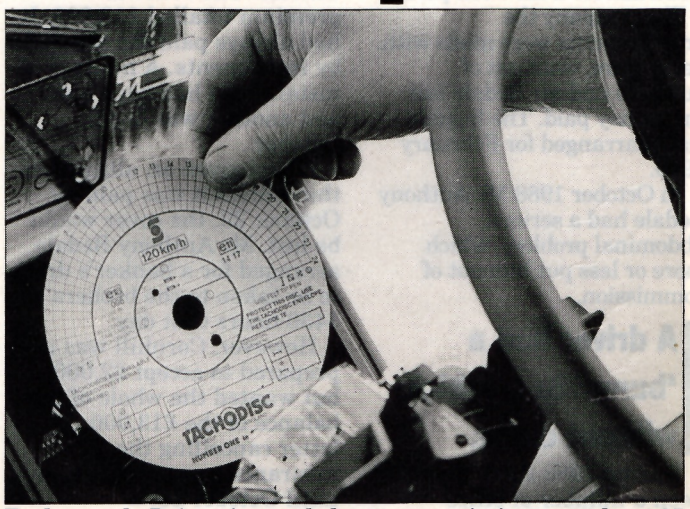
Insurance expired because premium was not paid.

Further charts and driver rostas were produced subsequently, but on at least 27 occasions drivers' records sheets were missing.

When asked to produce insurance certificates for the vehicles, Mr Bedale said he was unable to produce a current certificate.

He then produced an insurance cover note operative for 60 days from October 26, 1989 expiring on December 26 of that year.

He admitted that no further insurance had been taken out for the entire fleet from the expiry of that cover and that seven vehicles had been used on a regular basis, both locally and on continental trips, throughout January, February and March, without any insurance cover at all.



Tachograph: Drivers' record sheets were missing on at least 27 occasions.

Apparently the firm had taken out insurance with the Cornhill Insurance Co, said Mr McKnight. That insurance expired on October 23, 1989 because the premium had not been paid.

Both the insurance brokers and Cornhill had written to the partners, telling them that their insurance cover had ceased. Despite that, the vehicles were used on October 24 and 25 in the knowledge that there was no insurance for them.

There were somewhere in the region of 500 occasions when the vehicles had been used without insurance, and there were two specimen charges before the court in respect of each vehicle that had been in regular use.

On continental trips, the drivers should have carried green cards. Mr Bedale admitted they had not endeavoured to obtain green cards for the vehicles travelling abroad.

Mr McKnight said Mr Winston Bedale held the CPC for the firm, and that he had actually driven some of the vehicles on occasions when they were uninsured.

His duties included maintenance and he took no part in the day to day financial management. The prosecution's view was that he had not done his job as the designated CPC holder.

Defending, Mr Michael Carless said the firm, which had been in business for 26 years, had a range of comparatively modern vehicles of good quality. There had never been any criticism of the quality of its vehicles and it had previously had an exemplary record, its last court appearance being six years ago.

Partner Winston Bedale drove some of the uninsured vehicles .

The partners' father had been the senior partner and following his death the business was carried on by the two sons.

Mr Anthony Bedale was responsible for the administration of the business and finance and Mr Winston Bedale worked in the yard and was responsible for maintenance and the supervision of the drivers.

The insurance cover with Cornhill had been in place for many years. The firm ▶

Weekly report on law and the coach operator By Michael Jewell

had always ensured its vehicles were insured with a reputable company and no attempt was ever made to cut costs, said Mr Carless.

The problems began in January 1988, when Mr Anthony Bedale arranged for his family to visit relatives in Australia for a six week period.

The company the arrangements were made with, Jet Setters, went out of business and Mr Bedale lost the money paid. The holiday was rearranged for February 1989.

In October 1988 Mr Anthony Bedale had a serious abdominal problem, which more or less put him out of commission.

A driver had a 'bump' in a vehicle without cover.

During 1988 there had been a number of office break-ins, leading to the loss of equipment valued at £7,000 to £8,000 and a claim was submitted to Cornhill.

A relationship began with a man called Taylor, who was said to have expertise in tour arrangements. He put together packages for which the firm provided the coaches.

Mr Anthony Bedale returned to work after two months and before taking his six week holiday, made arrangements for the smooth running of the business, leaving Mr Taylor in charge.

As soon as Mr Anthony Bedale left the country, Mr Taylor sought to take control. Nothing was banked for six weeks and he negotiated disastrous tour contracts.

He negotiated an insurance settlement of £443 against the estimated loss of £7,000 to £8,000. He alleged that Mr Anthony Bedale had run off with the money and he sold a coach at a disastrous price.

Mr Carless said Mr Anthony Bedale estimated that period cost the firm £60,000. When he returned, in March 1989, Mr Taylor made efforts to exclude him from the business. He managed to sever the relationship with Mr Taylor and then tried to salvage the position.

In May 1989, the firm received a county court summons in regard to one of the office machines stolen, and a coach was taken under a subsequent warrant. Money earmarked for the insurance premiums had to be paid to recover that vehicle.

All the firm's insurance had been arranged with Cornhill through a reputable broker in West Bromwich, said Mr Carless. The renewal premium totalled £13,000. It had always paid the premium by instalments. A number of instalments had been paid and another was due in October.

It was given an ultimatum that unless it was paid by October 23, the cover would be lost. Mr Anthony Bedale arranged for a banker's draft to be taken to the brokers by 1430 hours that day.

However, Cornhill was not prepared to accept £2,000, but wanted the whole of the balance of the £13,000. The letter cancelling the insurance was not received until October 26.

The person who dealt with the firm's insurance at the brokers was away on holiday. Mr Bedale telephoned a firm of brokers in Southampton.

Immediate cover was arranged, perhaps surprisingly with Cornhill, and £1,000 was paid on the issue of the cover note. An estimate of £9,000 for continued cover was obtained.

A letter was received from the Southampton brokers saying that the firm's requirements would be discussed when details of its previous insurance were received.

When a cover note expired without an insurance certificate being issued, further cover notes usually followed automatically, said Mr Carless. Mr Anthony Bedale admitted that no further cover notes were received.

However, there was no letter from the brokers in Southampton and Mr Bedale did not suspect for one moment that the insurance was not effective.

Mr Bedale admitted he did not apply for a green card, but a green card did not have to be produced within the EEC. It was a commercial decision not to have a green card, and not an attempt to avoid insurance.

There were no problems during the period and the firm had no need to get in touch with the brokers. However, in March a driver had a bump.

The company required details of the insurance and a claim form from the brokers. It found to its horror that it had not been on cover since December. The brokers offered no explanation.

Mr Bedale went back to the original brokers and discovered that Cornhill would not release the necessary documents until £2,600 had been paid to cover the 60 day period.

Mr Bedale immediately paid that money and the brokers obtained cover from General Accident with effect from April 5.

Anthony Bedale did not believe the firm could continue if he lost his licence.

The firm had genuinely thought it had insurance for all its vehicles, said Mr Carless. The partners would not have been able to rest if they had thought that coachloads of passengers were travelling many hundreds of miles uninsured, with possible disastrous consequences with which they would be unable to cope.

When Cornhill cancelled the insurance, they appointed a reputable experienced coaching insurance broker. Cover was withdrawn without any warning. There was no insurance in place for the vehicles for three months, and to an extent the number of offences was irrelevant.

The partners had not sought to hide behind the cloak of limited liability. If it had been a limited company, one defendant would have been before the court and the directors' driving licences would not have been endorsed.

Turning to the missing tachograph charts, Mr Carless said it might be that the office administration was not what it should have been and the partners had learnt a hard lesson.

Mr Anthony Bedale said that if he lost his driving licence he believed the business would not be able to continue. He was required to drive when drivers failed to turn in and to go out to breakdowns.

Questioned by Mr McKnight, Mr Bedale accepted that a green card was required for Austria and that a coach had gone to Austria at Christmas.

Asked why he did not take the vehicles off the road or try to get alternative cover when he learnt there was no insurance in March, Mr Bedale said he had tried but they were blacklisted. Cornhill had never sent an invoice for the outstanding balance.

He did not agree he continued to operate the entire fleet without insurance. He had been trying to sort the situation out. The insurance company had never had the decency to write to say when the cover expired and why. He denied that he had only done something about it after the traffic examiner's visit.

Mr Winston Bedale said 90 percent of his time was spent driving, both operationally and in regard to maintenance. If he lost his licence he was finished. He had never had any reason to suspect there were insurance problems. His brother had never told him.

The partners' driving licences were endorsed with 112 penalty points apiece. They were each fined £200 per insurance offence and £120 for the tachograph offence, and ordered to pay £125 prosecution costs.

Driver agency wins licence

A LANCASHIRE driver agency has been successful in its bid to obtain a PSV operator's licence.

Mr G H Harker, trading as Coach Masters, of Rochdale, had applied to North Western traffic commissioner Mr Martin Albu for a new national licence authorising the operation of three vehicles.

At a Manchester public inquiry, Mr Harker said he was currently running a driver agency and possessed

Weekly report on law and the coach operator By Michael Jewell

one vehicle. Maintenance was to be contracted out to Manchester Truck and Bus.

He had run the vehicle for two months and was presently hiring it out to another company. It was paid for and he proposed to do contract work, private hire and work for National Express.

It was his intention to drive himself part of the time and employ a part-time driver to drive on other occasions.

Granting the licence, Mr Albu wished Mr Harker well, saying he hoped he will succeed in his new business without having any problems.

● EASTERN traffic commissioner Brigadier Compton Boyd revoked the international licence for 28 vehicles held by Grouptravs Ltd, of Maulden Road, Flitwick, Bedfordshire, at a Cambridge public inquiry.

Granada TV shuttle service is supported

MINIBUS operator Mr C Davies - 90 percent of whose work is for Granada Television - has been granted a new PSV operator's licence to run five minibuses.

Mr Davies, trading as Charriotts, of Prestwich, had applied for a new national licence at a Manchester public inquiry.

In evidence, he said he currently had his own private hire company using eight seater minibuses, which could be converted to 12 seaters.

He worked for Granada Television, which had taken to the idea of using 12 and 14 seater minibuses. Granada had previously used a 52 seater coach to take people out to location. By using minibuses, it was possible to provide a shuttle service.

He had started working for Granada with eight seater minibuses, taking people out to a location and then back.

He had been driving himself but once the application was granted he would be employing drivers.

After North Western traffic commissioner Mr Martin Albu said the financial information provided appeared to be based on one vehicle, Mr Davies said the figures should be multiplied by three.

Mr Albu said he had a letter from Esprit Executive, of Bollington, saying that Mr Davies owed it money.

Mr Davies admitted he owed money to Esprit, but said that the amount owed was in dispute. The matter was now in the hands of his solicitor.

Mr Albu said if there a dispute it was a matter for the courts and not for him. He was just worried whether Mr Davies had enough money to pay the debt.

If the courts decided Mr Davies had to pay and he could not, then it would become a matter for his concern.

ALL ROADS LEAD TO

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South Yorkshire

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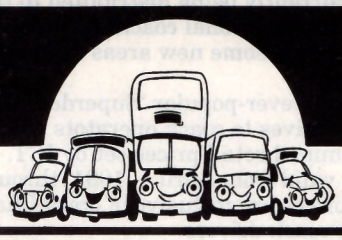

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- A fixed-rate commission (between 5%-10% of selling price), payable only when vehicle is sold.

JUST A FEW EXAMPLES

1975 BRISTOL VRT, (Gardner 180 engine), 74 seats ECW (low bridge) MoT's Feb & May 1991. Choice of two. **£3,450**

1977 FORD R1114 PLAXTON, 53 seats (Ford reconditioned engine) power door, MoT 11.05.91. ..... **£3,500**

1983 DAF MB200 DKFL PLAXTON 3200 EXPRESS, 53 seats, ZF automatic gearbox, PA, MoT 30/3/91. Choice of 4. Stock No. M006 ..... **£33,000**

1983 BOVA EUROPA (DAF 8.25), 44 seats, toilet, servery, curtains, MoT 29/11/90. Stock No. M008. Choice of 4..... **£28,000**

1985 SCANIA K112 JONCKHEERE P50, 49/51/53 recliners, o/s sunken toilet, o/s centre continental door, driver's bunk, tinted windows, rollo blinds, MoT 1991. Choice of three. Stock Nos. M104, M105 & M106. ..... **£41,500**

1984 SCANIA K112 JONCKHEERE P50, 49 recliners, o/s sunken toilet, o/s centre continental door, driver's bunk, tinted windows, rollo blinds, MoT 1991. Stock No. M102. ..... **£46,500**

OCT '86 OPTARE CITYPACER VOLKSWAGEN, LT55 engine, 5 speed, manual gearbox, 25 d/p seals, MoT 27.7.91. Price **£12,500**

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1987 METRORIDER, 25 seats, automatic gearbox, Cummins engine, power door, destination dome, driver's fan, wheel trims, red interior, resprayed white, excellent condition. REDUCED TO CLEAR. **£19,950**

The Bus & Coach Mart, Carlton PSV Sales Ltd, Sandbeck Way, Hellaby, Rotherham, S Yorks S66 8QL
Telephone: 0709 700600 **Fax: 0709 700007**

New deals, discounts, attractions, tips...New deals, discounts, attractions, tips...

Warner Holidays' winter warmers

WARNER Holidays is calling on people to beat the winter blues by taking advantage of its selection of short breaks.

They include non-stop party style family entertainment, star-studded cabaret weekends and speciality and themed breaks, with prices starting at £49 per person for a two-night break, full-board.

You can choose between Halloween fancy dress and Guy Fawkes theme weekends, Christmas celebrations, and 'Indulgence' weekends for people who like their food and drink.

The new programme runs from this month to May 1991 and includes cabaret weekends with stars such as Les Dennis, Tom O'Connor and The Glenn Miller Orchestra.

Other musical events include 'Swinging Sixties', 'Big Band Sounds' and 'Country Music' breaks.

There's a host of other offers available so act now and ring 071 630 9141.

Chris takes charge

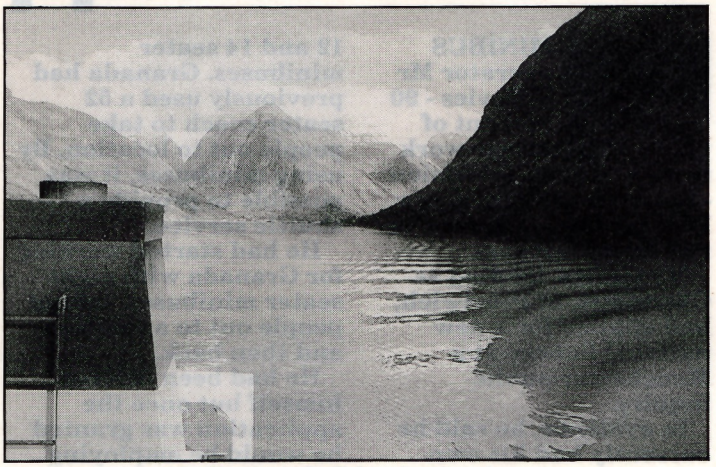
Chris Cudmore: will liaise with coach operators.

CHRIS Cudmore is the new manager of Pleasureworld's new group travel department.

He will liaise with coach operators planning to visit the Pleasurewood Hills American theme parks, Sea Life Centres in Hunstanton and Great Yarmouth, and the new £2.5 million Bure Valley narrow guage railway in Norfolk.

He is available on 0508 28002.

Coach manual is bigger and better



Norway: one of ICT's many holiday destinations.

INDEPENDENT Coach Travel has launched its seventh coach travel manual.

Sixteen European countries, 59 hotels and 12 touring itineraries are on offer in what the company says is its largest ever programme.

Stephen Moore, ICT sales and marketing director, said: 'It comprises the industry's largest selection of hotels, compiled in one brochure, offered by any ground handling agent.'

The brochure - currently being distributed to the trade - features many of the traditional coaching destinations throughout Europe plus some new areas such as Vienna, the Pyrenees and Norway.

Also featured is the ever-popular 'Superdeal' scheme where ICT ofers cash incentives to coach operatots who sell organised tours at pre-determined retail prices set by ICT.

The brochure is valid from April 1, 1991, through to October 31, 1991, and all prices are inclusive of cross Channel ferries with free place for coach drivers.

You can contact Stephen Moore on 071 538 4627.

Alton Towers' Guy Fawkes events will go with a bang

ALTON Towers is hosting Britain's biggest and most impressive firework and laser extravaganzas to celebrate Guy Fawkes' ill-fated bid to blow-up Parliament.

The Staffordshire attraction is expecting to attract 20,000 visitors on November 3 and 4.

For the normal full day or half day admission charge - either for individuals or coach visitors - the firework and laser show is absolutely free.

Rates for groups of 12 or more are as follows: Full day, including fireworks, adults £7.48, children (4-13 years) £6.48, OAPs £4.50; Half day, including fireworks, adults £4.75, children £3.75, OAPs £2.25.

Firework and laser extravaganza only (entry after 4.30pm each day), adults £3.75, children £2.75, OAPs £2.25. Children under four are admitted free.

Two free tickets in 40 or one free in 10 are on offer for official school visits.

Ring Kay Morrice, marketing executive, on 0538 702200.

Entente cordiale is revived

COACH visitors to Kent and its cross-Channel neighbour Nord Pas de Calais can look forward to service with an extra smile.

A new drive has been launched to help meeters and greeters polish up their style of bienvenue.

Tourist authorities from both regions have announced a training programme for managers and frontline staff of hotels and transport companies and others who provide services for visitors.

Backed with an EC grant, the six-month pilot project will provide subsidised training and consultancy services aimed at achieving improvements in customer care.

The scheme will commit participating organisations to a 'quality service charter' with five key activities requiring them to:

- Present all essential signs and printed material in English and French;
- Ensure that all staff coming into contact with the public are easily identifiable, smartly dressed and committed to providing service with a smile;
- Ensure all public areas of premises for which they are responsible are clean and litter-free;
- Display and make available relevant local tourism literature;
- Provide a customers' suggestion box, the contents of which would be read and acted upon daily by the most senior manager available.

Participants will also be required to undertake projects to raise the quality of visitor services which include providing better facilities for the disabled and staff language training.

For more information, contact Kent Tourism on 0622 696128.

Christmas breaks are going fast

NOW'S the time to start thinking about Christmas.

Forestdale Hotels is offering fabulous Yuletide breaks from only £225 for a fully inclusive three-day feast of entertainment... but be quick because there are only limited vacancies at six of the company's ten hotels.

Ring Freephone 0800 378640 and ask for Rudolphe!

COACHES WELCOME

LINCOLNSHIRE

Queen's Hotel
49 Scarborough Avenue
SKEGNESS

Now under new management
Mrs Sylvia Gordon would like to welcome coach parties to the Queen's Hotel, situated just off the sea front
★ 26 Bedrooms, many en suite
★ Tea making facilities in all rooms
★ TV lounge ★ Very large Dining Room
★ Licensed Bar ★ Entertainment 3 nights a week
★ Excellent atmosphere ★ Wide varied menu
(5 course evening meal)
40 or over – driver stays free – 50 or over – 1 extra stays free
Try our New Year Party, 3 full days, fun, food, festivities.
Reductions for coach parties.
BOOK YOUR 1991 HOLIDAY NOW ON (14108/UN)
0754 2073

CHATSWORTH HOTEL

NORTH PARADE SKEGNESS LINCS. PE25 2UB
0754 4177

The Raynor family offers a very warm welcome to coach parties. All rooms have radios, intercoms, colour TV's central heating, continental quilts, tea/coffee making facilities.
Coach operators call us to discuss special rates. 22 rooms, 15 ensuite

Available 15th Oct four days and 22nd-29th October

One lingers with pleasure and leaves with regret.
(7091/HO/91)

ISLE OF WIGHT

QUEENSMEAD HOTEL
SHANKLIN, IoW
WELCOMES COACHES

This luxury hotel has 31 en-suite rooms all with colour TV, tea/coffee facilities, heated outdoor pool, live entertainment choice of a fine menu.

1991 DATES AND TARIFF NOW AVAILABLE
for details contact
(0983) 862342
(12989/CW)

EASTBOURNE

THE BEVERLEY HOTEL

14-22 Burlington Place, Eastbourne BN21 7AR
Telephone: Reception 0323 642749

SPECIAL OFFER

November, December, January, February, £15 per day per person including BB&EM, en suite rooms with direct dial telephones

DATES AVAILABLE: Nov, Dec, Jan, Feb, March 1991. All 1990 prices.

FACILITIES
★ Lift to all floors ★ 50 bedrooms ★ 32 with private facilities ★
★ All rooms colour TV ★ D.D. Telephone ★ Central heating throughout ★
★ Licensed with two bars ★ Ballroom with entertainment ★
★ Night Porter ★ Fire Certificate ★ Special rates early and late season ★
★ Ideal for conference delegates ★ Open for Christmas ★
★ Family Owned ★ New Dining Room ★ (13799/HO)

BLACKPOOL

LUCENA

9 and 11 Barton Avenue, Blackpool FY1 6AP.
Tel: (0253) 44587

★ 30 bedrooms ★ Licensed ★ Full central heating

CHRISTMAS SHOPPING WEEKEND
7-9th DECEMBER 1990

Friday – Hot Pot Supper : Saturday – Breakfast, Lunch, Evening Dinner
Sunday – Depart after Breakfast

Cabaret Friday and Saturday evening. £33 per person including VAT

Phone now for coach party details (13800/HO)

DELMAR HOTEL

242 Queens Promenade, Bispham, Blackpool FY2 9HA
Tel. (0253) 51327 Reception (0253) 51920 Residents

Located in a select position overlooking the cliffs and Irish Sea. Easy access to trams, buses and Blackpool's many attractions.

Colour TV, tea making facilities all rooms, en suite available. Ample parking for coach. Lift, sun lounge, cosy bar with free and easy nights, bingo ,dancing and singing to Ken on the organ.

WEEKEND AND MID-WEEK MINI BREAKS

NOW TAKING 1991 BOOKINGS

OPEN ALL YEAR (14165/HO)

FABULOUS CABARET WINTER BARGAIN BREAKS
NOVEMBER TO APRIL

WELLINGTON HOUSE
20/22 CO-OP STREET, BLACKPOOL, LANCS

This friendly family-run hotel offers 26 bedrooms, all with TV, tea/coffee-making facilities (some rooms en suite)
Friday – Sunday. 2 nights bed and breakfast
Fabulous choice of menu, or candlelight dinner Saturday (free bottle of wine per couple)
Optional Sunday lunch

Book with complete confidence on:

0253 60356 John or 0253 28070 Jan
NOW TAKING 1991 BOOKINGS (14123/HO)

ARGOSY HOTEL

30 BALMORAL ROAD
BLACKPOOL FY4 1HR
Telephone (0253) 41896

Situated next to the Pleasure Beach, this friendly family run licensed establishment offers weekly cabaret and telephones, TVs and tea making facilities in all rooms.

NOW TAKING 1991 BOOKINGS

Minimum group size to allow free place for driver/courier 40
(14107/HO)

DEVON

EBOR TOWERS HOTEL

This delightful hotel overlooks Goodrington Sands and offers:
★ **30 rooms (mostly en suite)**
★ **TV lounge and coffee & tea making facilities in all rooms**
★ **Indoor heated swimming pool with sauna and sunbed**
★ **Entertainment twice weekly**
Christmas breaks for mini coaches available
Contact us on
(0803) 551422
NOW TAKING 1991 BOOKINGS
(14105/HO)

COACHES WELCOME

DEVON AND CORNWALL

THE ROZEL HOTEL
TORBAY

Licensed, family run, 21 bedrooms, home cooking, all rooms have TC and CT, some en suite.
Entertainment and dancing available nightly.
Close to beach and all amenities.
Price from £75 to £90 BB&E. Open all year.
Midweek, winter and weekend breaks.
Coaches welcome – driver free.
Reduction to coach parties.

Phone Mathew on 0803 553238 anytime

Winter breaks a speciality

(14122/HO)

NEWQUAY
Arundell Hotel, Mountwise, Cornwall

A friendly family run hotel, centrally situated with panoramic sea views and ample parking, offering full English breakfast and varied menus. Under personal supervision of chief proprietor.

★ 36 rooms, all en suite, all with colour TV, radio, telephone, Intercom, tea making facilities.
★ Entertainment 6 nights a week in our large bar with dance floor.
★ Full central heating, laundry and ironing facilities. ★ Lift
★ Heated indoor pool ★ Driver free ★ Sauna ★ Solarium ★ Spa pool.

OPEN ALL YEAR

Now taking bookings for 1991

Contact Audrey Milne on (0637) 872481

(14109/HO)

COUNTY HOTEL
Belgrave Road, Torquay

MOCK CHRISTMAS

Sunday 2nd December to Friday 7th December
£85 – Full Board
Visit from Father Christmas

Licensed, entertainment, lift, 28 bedrooms (en suite available), tea making and telephones in all rooms. Near sea front and town centre.

For details of 1991 availability phone today.

Tel. (0803) 294452

Speak to Ray (9000/HO)

! HOTELS – GUEST HOUSES !
***COACHMART** PROVIDES THE EASY WAY TO FILL YOUR ROOMS.*

FIND OUT HOW FROM IRIS ROOTHAM ON

0733 898111

MORAY

STOTFIELD HOTEL
Lossiemouth, Moray

Part of the Coppice Hotel Partnership

Due to a prominent coach company's cessation of trading we have availability at the Stotfield Hotel a **4 night Christmas package.** Suitable for a large party booking. 49 rooms en suite, upmarket menu, ceilidh and live entertainment each night.

Further details available on request

Contact – Mike or Patricia Warners

Telephone: Stotfield Hotel on 0343 812011
Coppice Hotel on 0479 2688 (14203/HO)

ESSEX

Kingsley Hotel
MARINE PARADE EAST, CLACTON-ON-SEA, ESSEX CO15 1PT
TELEPHONE (0255) 423158

★ Open all year for tours
★ 32 rooms, some en suite
★ 4 ground floor rooms
★ Tea/Coffee making facilities
★ Licensed Bar
★ Lunchtime Snacks available
★ Lounge and TV Lounge
★ Coach Parking
★ 1 person free, party over 50
★ Driver/courier free, party 50+
★ Garden ★ Sea Views
★ Entertainment programme
★ Facilities for the disabled
★ Choice of menus

Now taking 1991 bookings
Coach operators call Mrs Gilbert now to discuss requirements

(14106/HO)

WALES

TENBY

Warm comfortable, good food, nightly entertainment, all rooms with colour TV, tea coffee making facilities.

4 nights £68.50
Half board, private bathroom

Tel. Tenby (0834) 2377

at the Belgrave Hotel and ask for OCTOBER/NOVEMBER Special Breaks

7 course Gala Dinner and Dance every Wednesday

Ring now for 1991 (14202/HO)

SCOTTISH TOURS

TOUR GUIDE
Based East Central Scotland. Extensive experience, available to guide SCOTTISH excursions.

Edinburgh City by appointment.

Enquiries to (0968) 74980

(14112/ST)

COACHMART SUBSCRIPTION STILL ONLY £45

Coachmart CLASSIFIED MARKETPLACE

TELEPHONE 0733 898111 FAX 0733 62656

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PRIVATE SALES – Contact Sally Wright. **Display:** £9 per single column centimetre – 3 or more insertions £8.10 per single column centimetre. **Lineage:** £1 per word (minimum 25 words) 3 or more consecutive insertions 90p per word. **Subscribers' Privilege Lineage Rate:** 50p per word (minimum 25 words) 3 or more consecutive insertions 45p per word.
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Copy deadline: 1pm Tuesday for Thursday's issue. **Cancellation deadline:** 11am Tuesday.

BAGAIN BUSES

BARGAIN BUS

1979 AEC PLAXTON MKIV SUPREME
57 seater, ZF g/box, Telma, radio/PA, extra side lockers, new clutch, MoT May '91, good tidy coach.
£9,250 ono + VAT
Tel. (0923) 266938
(14007/BB)

BARGAIN BUS

COACHMART No 1 IN THE INDUSTRY

BARGAIN BUS

16 AND 20 SEAT FREIGHT ROVER MINIBUSES
1987/1989, full stage specifications, tested and taxed, power door, good condition, ready to go.
£5,000 + VAT upwards
Tel: 0404 46354 eves and weekends 0404 891411 Devon
(13949/BB)

BARGAIN BUS

FORD 1981 R1114 PLAXTON SUPREME
53 seats, twin tanks, radio and PA, very good condition, MoT March 1991.
£9,500 + VAT
Tel. 0236 83333 or 83777
(13951/BB)

AEC

ALLCO PASSENGER VEHICLES

SPECIAL OFFER
One only AEC 760 Horizontals
Can be heard running
Ring us first
(0895) 674422 or 081 866 8900
Mobile: (0836) 529555/241379
(13769/AEC)

1977 AEC 760 PLAXTON SUPREME, 49 seats, ZF box, power door, 12 months MoT, 6 months tax, excellent condition for year, good runner, owner driver. **Sensible offers. Tel. 0902 354315.** (14132/AEC)

1976 760 PLAXTON

57 seats, new MoT, suitable contract work.
£6,000 + VAT
Cedar Coaches, Bedford
(0234) 54054
(14158/AEC)

BEDFORD

DOMINANT II
1979 T Reg, 53 seats, good condition, taxed and tested.
£7,000 + VAT
Also
DOMINANT I 1973
45 seater.
£3,000 + VAT
Tel. evenings after 6pm
(0708) 764465
(14104/BE)

BEDFORD

BROWNS COACHES END OF SEASON SALE

All vehicles in very good condition, spotless inside and out.

All vehicles in ivory and red exterior, matching trim interior.

1986 (C) YNT PLAXTON PARAMOUNT
53 seater, radio cassette, PA, curtains, diss side lockers, heater, MoT April 1991, speed limiter. **£34,500**

1987 (D) YNT DUPLE 320
53 recliners, side lockers, diss, radio cassette PA, heater, MoT April '91, speed limiter. **£37,500**

All vehicles subject to VAT

Tel. (05394) 32205 (Ambleside)
(14201/BE)

1984, YNT PLAXTON PARAMOUNT 3200. 49 'E' Type seats, courier, curtains, carpet, power door, tinted windows, MoT to April 1991, excellent condition throughout. **£25,950 + VAT. Tel. 0530 32399.** (13925/BE)

1980 BEDFORD YMT Plaxton Supreme IV, 53 seats, choice of four, all well maintained and in very good condition, some with new MoTs **£9,750**

1975 BEDFORD YRT Alexander bus, 53 seats, tidy and reliable, well maintained **£3,500**

No reasonable offer refused for any of the above.

KING OF THE ROAD (WORTHING)
(0903) 34010
(14065/BE)

1981 BEDFORD YNT DOMINANT III

New test, 12 metre, 53 E-type seats, cherished plates, absolutely excellent condition
OWNER/DRIVER
FIRST TO VIEW WILL BUY
£12,700 + VAT ono
TEL: (0703) 643885 (HANTS)
(14143/BE)

SMITHS COACHES OF TRING

have an excellent
BEDFORD/ PLAXTON YMP
35 seater for sale, registered August 1982, tested April 1991.
£16,250 + VAT
Tel. Geoff Smith on 044 282 3163
(14169/BE)

1983 BEDFORD YNT Duple Dominant III
53-seater, MoT 23.5.91
£15,000 + VAT

1983 BEDFORD YNT Plaxton Supreme V
53-seater, MoT 11.5.91
£15,000 + VAT

1981 BEDFORD YNT Plaxton Supreme IV
53-seater, MoT 6.3.91
£13,000 + VAT

All vehicles are in excellent condition and have many extras. No reasonable offer refused.
JOHNSONS (HENLEY) LTD
0564 794794
After 6pm 0564 792047
(14134/BE)

1986 D-Reg BEDFORD YNV DUPLE
320 Executive, 53/57 recliners, NSR, toilet, coffee machine, radio cassette, wired and boxed for video, mechanically and body in excellent condition.
£38,750
Tel: (0603) 871376
(14004/Be/PB)

BEDFORD

1985 BEDFORD YMP PLAXTON 320

33 reclining seats plus courier, power door, Blaupunkt radio, pa, curtains, aircraft type racks, mechanically and body in excellent condition.

£35,000 + VAT ono

Tel. 0225 422267

(14139/BE)

1983

TURBO DUPLE DOMINANT IV

53 seater, ZF gearbox, 6 speed, express doors, Telma, tinted double glazed windows, immaculate condition inside and out, one full year's MoT, taxed.

£19,000 ono + VAT

Tel: 0642 482720 or 0642 476436

(14170/BE)

1984 YNT ZF DUPLE LASER EXPRESS

11mtr, 53 seats, side lockers, radio/pa, gangway armrests, driver's fan, owned by us from new, superb vehicle, speed limiter fitted and calibrated, MoT March 1991, must sell before new vehicle arrives.

£22,500 + VAT

Tel. 081 890 6394

(13797/BE)

COACHMART SUBSCRIPTION STILL ONLY £45

1982 X REG BEDFORD YMT DOMINANT II

53 red moquette seats, power door, Bristol dome, new MoT, radio.

£10,000 plus VAT

Tel. 0734 713257

(13794/BED)

1982 Y REG

DOMINANT IV YNT TURBO

New reconditioned engine (Apr '90). Retrimmed seats, new curtains, Bristol dome, Turner box, MoT to Aug '91, Taxed, immaculate condition inside and out. Must be seen

£18,750 ono + VAT

Stans Coaches, Maldon, Essex.

(0621) 891959

(13778/BE)

1974 BEDFORD DOMINANT 29 seater, MoT and taxed Dec 1990. Reliable coach and tidy machine for year. **£2,950 + VAT. Unsworth Coaches. Tel. 0942 873599.** (13944/BE)

FOR SALE BEDFORD YMP

10 mtr, 1985, Plaxton Paramount bodywork, MoT certificate Sept 1991, fitted with 38 reclining seats, Telma retarder, fitted to high spec.

Armchair Passenger Transport

Tel. 081 568 8227

(14155/BE)

From minibuses to double deckers it makes sense to sell them through Coachmart

CARLTON PSV

Carlton P.S.V.

COACH, BUS, VAN AND TRUCK SERVICING / REPAIRS / PAINTING AND BODY BUILDERS

24 HOUR RECOVERY SERVICE

ROTHERHAM (0709) 700600

Out of hours phone: (0345) 333111

Quote Pager No: 0525547

Sandbeck Way, Euroway Estate, Hellaby, Rotherham.

Carlton P.S.V.

CARLTON SPECIAL OFFER

NEOPLAN FULL INSPECTION & STEAM CLEAN

ONLY **£50**

This includes:

- * FULL ELECTRICAL INSPECTION
- * FULL MECHANICAL INSPECTION
- * FULL BODYWORK INSPECTION
- * ROAD TEST AND REPORT
- * FULL BRAKE TEST

You will receive:

Typed list of all defects and recommendations
Steam Clean
Brake Test Report
Road Test Report

This special price is only applicable during normal working hours.

Carlton P.S.V.

CARLTON SPECIAL OFFER

NEOPLAN WINDSCREENS

FITTED AT A LABOUR CHARGE OF

ONLY

£50.00

This unbeatable offer ends January 1991.

This special price is only applicable during normal working hours.

Out of hours prices available upon request.

Carlton P.S.V.

(13779/CP)

DAF

1983 DAF MB200 Plaxton Paramount 3200

49 recliners, TV/video, toilet, drinks machine, used on private work only.

£29,000 ono (+ VAT)

Part exchange considered

Tel. (0709) 700900/ 700001

(13546/DAF)

IVECO

IVECO 1981

23 seater, power doors, very good condition, full size seats, MoT May 1991. **£6,000 + VAT**

Tel. 051 548 9809

(8996/IV)

FORD

1978 FORD 53-seater Coach

MoT January 1991, **MUST BE SEEN**, only

£4,000 ono + VAT

Tel. (0291) 625251 or night (02912) 70018 (Chepsaw, Gwent)

(14146/FO)

The effective way to sell your vehicles!

COACHMART

FORD

1980 V REG FORD/PLAXTON.
Choice of two.

R1014
With Supreme IV recliners, curtains, Eberspacher, MoT November 1990.

R1114
With Supreme IV, 45 reclining seats, MoT April 1991.

Both vehicles maintained from new.
FULL SERVICE HISTORY.

£6,500 ono + VAT each

WESTBUS (UK) LTD
Telephone: (0233) 636001
(13696/FO)

1978 FORD 16-seater, **£1,750**
1980 FORD 16-seater, **£2,000**
Both with new test certificates
1978 FORD DUPLE DOMINANTS, choice of two, **£5,000 each**
ALL PLUS VAT
PHONE 081-361 1934
(14136/FO)

LEYLAND

1986 LEYLAND TIGER CUB OPTARE
33 seater bus, 4 speed, manual gearbox, new MoT.
£10,500 + VAT ono
091 389 0494 day, or 091 388 5475 eves
(13724/LE)

1977 LEYLAND LEOPARD PLAXTON SUPREME
53 seater, semi-auto, power steering, power door, Mark 4 front, MoT May '91.
£8,500 + VAT
Tel. (0277) 261245 (Essex)
(14103/LE)

LEYLAND

FOR SALE
1984 12 METRE LEYLAND TIGER
248 Plaxton Paramount 3500 bodywork, 49 reclining seats, fitted with Telma retarder, cherished number plates, Sutrak air conditioning, toilet, video, drinks machine, first class condition.
ARMCHAIR PASSENGER TRANSPORT
Tel: 081 568 8227
(14154/LE)

1981 LEYLAND LEOPARD, 57 seater, Plaxton Supreme, COF to Aug 1991, seats recovered, power door, radio, £17,500 + VAT. Tel. (0371) 872644 (Essex).
(13641/LE)

M REG LEYLAND NATIONAL
48 upholstered dual purpose seats, MoT May '91.
£3,150 + VAT
Tel. (0525) 374151
(14148/LE)

LEYLAND

1982 X REG LEYLAND TIGER 218
Semi-auto gearbox, Plaxton Supreme VI express, 57 seats, MoT Feb '91, radio, pa, cassette, power door, blue and maroon, mustard moquette, Bristol dome.
£22,000 + VAT ono
Tel. 0734 713257
(13795/LEY)

1978 LEYLAND LEOPARD DUPLE DOMINANT
Semi-automatic, white exterior, blue interior, power door, radio/PA system, good clean tidy motor, reliable workhorse, tested until March '91. The above vehicle is well maintained and the records are available for inspection.
NO REASONABLE OFFER REFUSED
WRAYS OF HARROGATE
Tel. (0423) 522466
(13780/LE)

1987 D DUPLE 425 CUMMINS/ZF
Auto new gearbox, 44 seats with trays, servery, fridge, sunken toilet, wired for video and 3 monitors. MoT 4/91.
£55,000

1983 Y LEYLAND TIGER/PLAXTON 3500
50 recliners, continental door. MoT 2/91.
£28,000

1983 Y LEYLAND TIGER/PLAXTON 3500
48 recliners, continental door, sunken toilet (2 available, MoTs 11/90, 12/90).
£30,000

1983 Y LEYLAND TIGER/PLAXTON 3200
48 seats, floor level toilet, Express doors. MoT 1/91.
£25,000

1983 Y LEYLAND TIGER/DOMINANT IV
53 seats, Express doors (2 available). MoTs 2/91.
£24,000

All Tigers with semi automatic gearboxes.
No reasonable offer refused (our definition!)
Telephone for further details or to arrange viewing.

Daytime 0202 537568
Mornings or evenings 0929 554588
24hrs 0836 343833
(13700/LE)

1989 (F) DUPLE 340 LEYLAND TIGER
Cummins 290 ZF Auto gearbox, 55 seats plus carrier seat, continental door, white exterior. Choice of two. MoT March 1991, April 1991.
Finance available for established operators.

£77,000
0255 503864
(14009/LEY)

LEYLAND

COACHES FOR SALE

N. Ireland operator.
1974 LEYLAND LEOPARD,
53 seater, 680 engine, Dominant body, semi-auto.
£7,800.
Also **LEYLAND LEOPARD,**
49 seater, 680 engine, Dominant body, semi-auto.
£10,200.
Both vehicles in excellent condition
Tel: 0693 838663
(13950/LE)

1985 LEYLAND TIGER

Plaxton Paramount 3500, 49 reclining seats + courier, seat, toilet, radio and drinks machine, MoT to 3/91. EXCELLENT CONDITION. Ours from new. Choice of two.
£55,000 each + VAT
John Fishwick & Sons
(0772) 421207
(14160/LE)

Due to replacements we have the following for sale:

1983 12 MTR LEYLAND TIGER 245

Plaxton Paramount 3500 bodywork, 55 fixed seats, new engine fitted Aug '89, Rockwell back axle, cherished number plates, Telma retarder installation, bodywork in excellent condition.
ARMCHAIR PASSENGER TRANSPORT
Tel. 081 568 8227
(14153/LE)

1973 Ex-Trent Plaxton Leopards

1 x 40 seats, Webasto, MoT April 1991
£4,750
1 x 53 seats, express doors, MoT Aug 1991
£4,750
Both vehicles have Tacho, power steering and in excellent condition
MAKE A SAVING, and buy the pair for only
£9,250
PRIVATE SALE – NO VAT
TEL (0332) 251213 (day)
or (0332) 832540 (eve)
(Derby) (13798/LEY)

1980 LEYLAND LEOPARDS

49 seater, Willowtrack bodies, Grant doors, MoTs November, December 1990, one V Reg, one W Reg.
£5,250 each + VAT
Tel. (0253) 65207
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MAN VW

1980 Private Plate

MAN SR280

49 reclining seats, courier seat, toilet, hot drinks machine, fridge, Webasto, continental door, double glazed, air conditioning, MoT April 1991, excellent condition.
£21,500 + VAT
Tel: 0702 219403
Southend-on-Sea
(14166/MV)

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1986 MERCEDES 608D, 21 Vogel high backed seats, low mileage, local private hire work only, owned by us from new, one year's MoT, excellent condition, **£14,500 ono. Tel. (0362) 692202.**
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MERCEDES EXECUTIVE

1989, F reg, Charisma, 49 recliners, toilet, video and two TVs, drinks machine, telephone, driver's bunk, low mileage, excellent condition.
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Finance available
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1986 PLAXTON MINI SUPREME

25-seat coach on Mercedes L608D chassis. Well equipped with full carpeting and forced air ventilation. Full maintenance records from new.
EPSOM COACHES
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(13763/MEC)

MERCEDES

1983 MERCEDES 813

29 seats + courier, coach built body with power door, colour white, MoT Jan '91.
£11,750 + VAT
or exchange for 20 seater.
Tel. Torquay (0803) 324597
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AUGUST 1976 SEDDON 7 ALEXANDRA BUS

Gardner 180 engine, 53 seats, 24 standing, MoT till 17.8.91.
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Cedar Coaches, Bedford
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CLARKES OF LONDON

6 x 1985 (Aug) C reg Plaxton 3500 B10M

53 recliners, double glazed, Webasto, rubber under seats, carpet to gangway, radio/pa, speed limiter, continental door, provision for toilet, MoT April 1991.
Contact Bill Clarke or Alan Philo
£59,000 + VAT
Tel. 081 778 6697
(14152/VO)

1981 B58 VOLVO VIEWMASTER

47 seats, toilet, wired for TV, video, coffee machine, tested.
£22,500
Would part exchange for older coach
Tel. (0665) 720907
(8998/VO)

SCANIA

SCANIA KR112 JONCKHEERE P599

1984, wc, TV/video, double glazed, 49/51 seats, good condition.
£44,000 ono
C & G Coaches (Cambs) 03543 5210
(14019/SC)

VOLVO

1987 VOLVO B10M DUPLE 340

Full executive specification, 49 seats, rear toilet, tv, video, coffee machine, good condition. MoT Feb '91.
£59,950 + VAT
Tel. David Brown on Crawley
(0293) 786006
(14125/VO)

1986 VOLVO B10M

GLT Duple 340, 53 recliners, toilet, TV/video, tea/coffee machine, Telma, double glazing, tested until March '91. The above vehicle is well maintained and records are available for inspection.
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(13781/VO)

1981 12 METRE VOLVO B58 DOMINANT II

Tinted glass, Bristol dome, 53 recovered E-type seats, in Holdsworth moquette. Exterior completely repanelled, excellent condition. Private plates.
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Tel. (0978) 752062
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Video, Telma, toilet, Webasto, double glazing. **£50,000 ono**
Daisy Bus Service (Ermine International), Brigg 0652 52481 – ask for Nigel
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For sale due to new fleet replacement for 1991 season.

VOLVO B10M, Telma, super executive Conference Liner 'A' reg, 1983, Duple Caribbean, 6 speed splitter ZF gearbox, 20 special reclining seats at 6 tables and 7 high-backed seats in rear section. Full kitchen with microwave cooker, large fridge, 2 sinks, hot/cold water, large worksurface, drawers/bottle racks, large Klix drinks machine, mains hook up to 240 volt electrics, sunken rear toilet, 3 TV/video screens, stereo, telephone system, carpeted throughout, double-glazed, air extractors, curtains, airport lights, driver's bunk, Webasto heating, only **£35,000 + VAT.**

VOLVO B10M, Telma, 1988 'E' reg Plaxton 3500 low driver, GT 4 star specification, 57 reclining seats (49 now fitted), TV/video/stereo, demountable sunken centre toilet, Webasto heating, telephone system, Klix drinks machine, fridge, aircraft lockers, all rubber floor and carpet, special large through luggage lockers and side flaps, airport lights, double-glazed, full draw curtains and sunblinds, driver's bunk, only **£75,000 + VAT**

VOLVO B10MT, Telma, Plaxton 4000 RS, 4-star specification, 67 reclining seats plus 2 courier seats on crew deck and driver's bunk, doubled-glazed, fridge, Klix drinks machine, 5 TV/video screens, telephone system, built for silent running, 3 sliding roofs, airport lights, very large luggage lockers
1986 - £69,~~SOLD~~ VAT with reconditioned engine
1988 - £87,500 + VAT

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FLIGHTS Coach Travel Ltd
Tel: 021-554 5232 Contact: Geoff Flight
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53 seats, Telma, tinted windows, radio cassette, MoT March 1991

£16,000 ono + VAT
Photo available.
ALSO:
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54 seats, Duple
£15,000 + VAT
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have an excellent **1986 CAETANO B10M MKII,** low driver, 49/53 seats, toilet, coffee machine, TV, video, curtains, low mileage.

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15 seat minibus, one owner, 60,000 miles, excellent condition.

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28 Seater

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35.8 August 1987, E Reg, 15-seater, luxury minicoach, white, tinted windows, 5-speed gearbox, high back seating with armrests, towbar. A very, very nice vehicle. Also including a Leyton 120L load lugger trailer in white.

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Exterior white, unlettered, MoT Sept 1991, 21 new retrimmed coach seats, curtains and soft trim to racks and roof. Excellent condition throughout.

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NEW TRANSIT 20, power door, plus 3 standees, diesel, 5-speed, choice coach or service seats, stock.
NEW DAF 400, 16 coach spec, u-floor tail lift, fitted and certified.
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88 MERCEDES 507, 16 PSV coach seats.
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88 TOYOTA OPTIMO, 19 seat, low mileage.
88 MERCEDES, 25 power door, coach seats.
88 TALBOT, 14 PSV diesel, high back.
88 FREIGHT ROVER, PSV diesel, 16 coach seats.
88 (F) TRANSIT, 16 coach seats, power door.
88 TRANSIT, 20 + standees, service seats.
87 TALBOT 12, diesel, 5 speed.
87 E FREIGHT ROVER, 16, diesel, high back.
87 D FREIGHT ROVER, 16, diesel, high back.
86 OPTARE CUB, auto, 33 power door + standees.
86 D TRANSIT DIESEL, 12, PSV, new shape.
86 BEDFORD MIDI, 15 seat, petrol, low mileage.
86 DATSUN DIESEL, crew bus, high roof, low mileage.
86 IVECO CAETANO, 24, air door, tested.
86 SHERPA, 16, power door service bus.
85 VOLVO ALGARVE, 49-53, toilet, video.
85 TALBOT 12, PSV, petrol.
84 DAF JONCKHEERE MB200, exec, 49+ video.
84 VAN HOOL ASTRON, 60 seats, full spec.
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83 IVECO, 23 coach, p door, tested.
83 IVECO, 31, coach spec, new test.
83 TRANSIT, 16, petrol, high back, PSV, **£1,500.**
83 VOLVO BERKHOF EXEC, full spec, new test.
83 DODGE REEBUR, diesel, auto, PSV, 17 seats.
83 LEYLAND CUB, 21 seats, power door.
83 MERCEDES 508, 19 seats, boot, PSV.
82 VOLVO VAN HOOL, auto, exec, TV, toilet, £28,000.
82 TRANSIT 12, LWB, PSV, petrol, o/d, £1,000.
82 MERCEDES, 19, boot, tested.
82 MERCEDES 21, new test.
81 DAF 200 EXEC, 48 + TV, Alpha, new test.
81 VOLVO DUPLE II, 53 large seats, £18,000.
80 W BEDFORD DUPLE II, 53 retrimmed, new test, £5,000.
79 FORD DUPLE II, 35 seats, tested.
79 FORD, 53, Plaxton, new test, £5,000.
79 BEDFORD PLAXTON, 53, tested, £5,000.
78 FORD PLAXTON, 53, new test, £5,000.
76 FORD, 45, Plaxton, new test, clean.
76 BRISTOL, 43, express doors, ch seats, £2,000.
76 BEDFORD SPACE CAR, 49 recliners, no test.
75 BEDFORD, 29, no test, offers.
75 FORD, 45, seat, Plaxton, new test.
75 VOLVO, 57 seats, Duple, 5-speed.
73 DAIMLER FLEETLINE DD, Gardner, 76 seats, offers.
75 LEYLAND DUPLE, 53, S/A, tested, offers.

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37 seats + 8 standing, 500 engine, Allison autobox, MoT June '91.
First sensible offer secures

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27 seat service bus, factory engine, Allison autobox, MoT April '91.
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Both vehicles are in excellent condition.

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£10,750

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1976, 53 seats, MoT June 1991, clean tidy machine, very reliable contract motor.

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1977 BEDFORD DUPLE, 53 seater **£5,000 £3,750**

1975 BEDFORD DUPLE, 45 seater **£3,250 £2,000**

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1983 TIGER LAZER, 2 x 1983 Tiger Paramount ..... **POA**

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For details contact
John Hall (0642) 223936 or (0860) 414859

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Has available for outright purchase, lease or rental, the following returned vehicles at very attractive prices.

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1988 SCANIA K112 PLAXTON PARAMOUNT 3500, 51 reclining seats, toilet, TV, video, driver's bunk, drinks, MoT Feb '91, only one left **£79,850**

1987 VOLVO B10M GL PLAXTON PARAMOUNT 3200, 53 reclining seats, power door, MoT June '91, choice of two **£64,850**

1987 VOLVO B10MGL IKARUS 358 BLUE DANUBE, 51 reclining seats, continental door, MoT Oct '90, choice of two **£55,000**

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1974 BEDFORD YRQ SUPREME ELITE EXPRESS, with Mark IV front, 45 seats, in good condition, MoT to April '91 ..... **£2,000 ono**

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1983 Tiger 245 Paramount 3200 Exec, vgc, MoT '91 ..... **£29,000**
1982 Bedford YNT Dominant IV, MoT June '91, vgc **£15,500**
1982 Volvo B58 Dominant IV 12 Metre, 53 reclining seats, P/D, MoT **£23,500**
1982 Leopards, S/A, ECW, long MoTs, nice condition **£11,750**
1981 Leopard, S/A, Willowbrook 003, long MoT, tidy **£8,000**
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1987 DAF/Caetano –11.6 turbo engine. 53 recliners, radio P/A, courier seat, continental door.

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1983 VOLVO B10M DUPLE CARIBBEAN, 49 recliners, rear sunken toilet, water boiler, TV/video ..... **£36,000 + VAT ono**

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1989 407D "DEVON" 15 seater luxury minibus. Tested. In very good condition. **£15,750 ono.**

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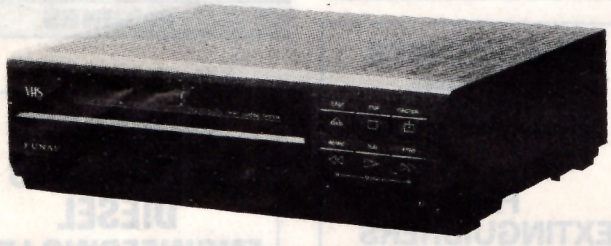

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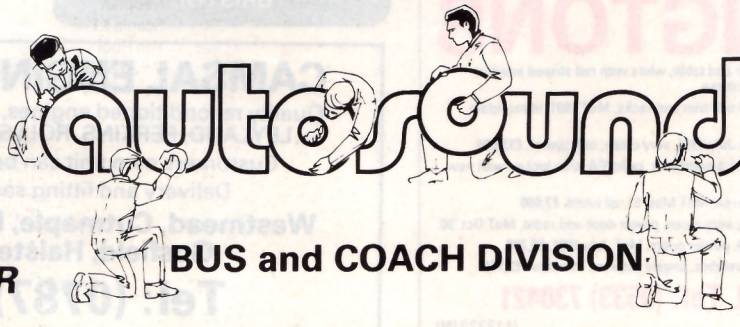

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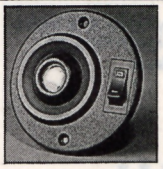

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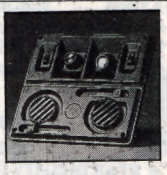

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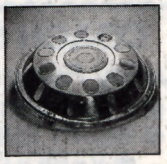

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Reliance 760 Engines, recon new £3,000 exch
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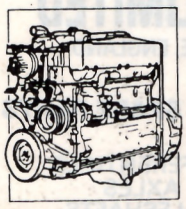

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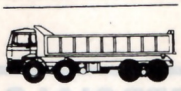

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(8631/VE)

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4 vehicles with good variety of work including Schools Private Hire and a good day excursion and holiday tour name within the local area. Ideal for expansion. Freehold yard available or long lease could be arranged. Offices and shop also available along similar lines.

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IN FYLDE AREA

Good contracts and private hire. Four international licences. Will sell with or without vehicles.

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Small bus and coach business wanted in the Potteries area.

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Well Known and Well Organised BELGIAN COACH COMPANY
is looking for a co-operation with an English based coach company, in order to be ready for 1992.

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(Written details available on request)

(13843/FI)

TENDERS

Nottinghamshire County Council

COMMUNITY TRANSPORT REVIEW

Tenders are invited for the undertaking of a comprehensive review of Community Transport initiatives currently supported in Nottinghamshire, and the development of a County-wide strategy relating to community transport issues into the 1990's.

Further details and tender documents are available from:

The Director of Planning and Transportation
Nottinghamshire County Council
Trent Bridge House
Fox Road
West Bridgford
Nottingham NG2 6BJ

f.a.o. Mr B Royall, Group Planner (Public Transport)
Telephone: 0602 823823 extension 4513

Closing date for tenders: 9th November 1990

(14140/TE)

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COBRA INSURANCE SERVICES LTD
(Specialists to the Bus & Coach Industry)

Are you starting a new venture or simply looking for an alternative quotation? Then contact us for friendly and efficient advice.

We can tailor a complete package to suit your needs at the most competitive rates on the market without any hidden costs.

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Instalments schemes available. Free uninsured loss claim recovery service. Immediate cover.

Call us 0440 708482/705548

(9874/CI)

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Contact the EXPERTS for quotations on all types of vehicles, ie cars, coaches and minibuses.

Competitive premiums with no hidden extras.

UK and continental extensions available for fleet and single operators.

Insurances effected with leading insurers and experienced claims staff to support you.

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Please contact

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Tel. 081 300 7720

(12326/CI)

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Fleet and single vehicle operators, Continental extensions

CONTACT:

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Kent DA14 5HL
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(33314/CI/66)

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We have over 20 years of experience arranging insurance packages for coach operators.

LOOK!

★ Insurances arranged for single vehicle and large fleet operators, also new business ventures welcome.

★ Continental extensions daily/annually arranged.

★ Travel packages arranged UK and continental.

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THE WRIGHTSURE INSURANCE GROUP

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5 Dixon Street, Glasgow, Scotland G1 4AL Tel. 041 227 6775 or

Wrightsure House, 62 Maidstone Road, Grays, Essex RM17 6NF. Tel. 0375 378371

(9949/CI)

APPOINTMENTS

TRAFFIC MANAGER

THE COMPANY

Park's of Hamilton (Coach Hirers) Limited has one of the largest private coach operations in Scotland with a fleet of 70 vehicles involved in continental and UK contract work, private hire, express and local services.

The Company is part of the Park's Group which is involved in property development and in the motor trade with franchises for Mazda, Daihatsu, Ford, Vauxhall, Toyota, BMW, Honda, Citroen and Suzuki.

THE POSITION

The Traffic Manager assumes total responsibility for the day to day management of Traffic operations and personnel.

THE PERSON

The successful candidate will have a proven track record in Traffic Management and possess the man management skills and enthusiasm required to coordinate and motivate staff.

THE REWARD

Good career prospects are on offer together with an attractive remuneration package including competitive salary, company car, contributory pension scheme, private medical insurance and, where necessary, assistance towards relocation.

Applications in writing, enclosing C.V. to:

Mrs. Isobel Dick
Park's of Hamilton (Holdings) Limited
Park House
20 Bothwell Road
HAMILTON
ML3 0AY

(14172/SV)

GENERAL MANAGER

Park's of Hamilton (Coach Hirers) Limited has one of the largest private coach operations in Scotland with a fleet of 70 vehicles involved in Continental and UK contract work, private hire, express and local services.

The company is part of the Park's Group which is involved in property development and in the motor trade with franchises for Mazda, Daihatsu, Ford, Vauxhall, Toyota, BMW, Honda, Citroen and Suzuki.

The General Manager assumes total responsibility for the day to day management of the coach operations and will contribute towards the process of short and long term forward planning.

The successful candidate will be ambitious, effective in modern management techniques, experienced in staff motivation and possess the determination and persistence required to achieve targets set.

Good career prospects are on offer together with a remuneration package which reflects the importance of the position and includes excellent salary, company car, pension scheme, private medical insurance and, where necessary, assistance towards relocation.

Applications in writing, enclosing CV, to:

Mrs Isobel Dick
Park's of Hamilton (Holdings) Limited
Park House
20 Bothwell Road
Hamilton
ML3 0AY

(14173/SV)

MANAGEMENT TRAINEE
EXPANDING COACH COMPANY

In North East Scotland is looking for an energetic person with time and an interest in coaching, ambitious to learn and to progress within the company.

Opportunities for promotion could be available to the right person.

Applications should give details of age, education, background and work experience, to:-

Box No. 14001
COACHMART
Wentworth House, Wentworth Street, Peterborough PE1 1DS

(14167/SV)

EUROPEAN COACH TOURS OPERATIONS MANAGER

We are looking for an EXPERIENCED tours manager who will be extensively involved in both the setting-up of new tours and in the ongoing operational management of existing tours.

The position, based in North East England, involves extensive European Travel. The successful candidate will need to be a good administrator with efficient and meticulous organisational skills and have a pleasant personality.

Conversational German is essential and any background in sales and/or personnel management plus knowledge of any additional languages would be an advantage.

Salary and package negotiable depending on experience etc.

Please reply to
Box No 13652, Coachmart,
EMAP Response Publishing,
Wentworth House, Wentworth Street,
Peterborough. PE1 1DS (14073/SV)

Social Services

Assistant Transport Officer

£11,241-£12,345 p.a.

A suitably qualified person is required for Transport and Services, 2 Riverside Way, The Meadows, Nottingham. The Social Services Department Transport Operation includes the deployment and Fleet Administration of 246 vehicles together with the operation and administration of over 2.2 million of coach and taxi contracts, carrying adults and children to and from the many and varied facilities provided by the department. You will have several years experience in transport management and preferably hold a CPC in Passenger Transport. The post carries an essential car user allowance and car leasing facilities or car loan schemes are available.

For an informal discussion contact Peter Farrow or David Gibbens on Nottm. (0602) 862211.

Suitably qualified/skilled/experienced applicants with a disability will be guaranteed an interview.

Application forms and job descriptions are available by writing to the Personnel Division, Social Services Department at County Hall, or by telephoning Nottm. (0602) 823289 (24 hour ansaphone). Closing date 18 October. Please quote ref: PL/9/409 and whether full-time or job share.

The County Council welcomes applications from all, irrespective of gender, marital status, disability, race, age or sexual orientation.

Nottinghamshire County Council
County Hall, West Bridgford
Nottingham NG2 7QP

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Part of the Yorkshire Traction Group of Companies

Requires a

CHIEF ENGINEER

The company operates 250 buses and coaches in the county of Lincolnshire and neighbouring areas from 8 depot profit centres.

You will be wholly responsible for the satisfactory maintenance of the fleet, together with the buildings plus other high level decisions befiting this senior position.

You must be a proven able manager used to working for profit together with a qualified road transport engineer.

In turn we will offer you an attractive negotiated salary package including a company car and the possibility of a directorship to the right person.

Interested!

Then send your handwritten application letter plus a CV under private cover to:-

A. F. HOWARD
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minimum 25 words			
☐ x 50p = £ ☐	☐ x £25 = £ ☐	☐ x £55 = £ ☐	☐ x £8 = £ ☐
No of words + VAT	No of weeks + VAT	No of weeks + VAT	No of weeks + VAT

2. What is the best classification for your advertisement? _____

3. ▼ Start your advertisement here - one word per box - minimum 25 words - PLEASE WRITE CLEARLY IN BLOCK CAPITALS

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Payable to Coachmart, or please debit my Acces/Visa card
No. ☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐

Send to: Coachmart Classified, Wentworth House, Wentworth Street, Peterborough PE1 1DS

OR TEL: 0733 898111

Redbridge

ENGINES
TRANSMISSIONS
REAR AXLES

WAKEFIELD
ENGINE
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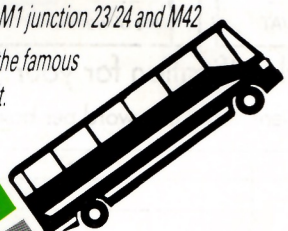

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PLAXTON COACH & BUS
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OPTARE BUS MANUFACTURER

Superb Selection NEW DAFS Superb Quality

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Available from stock or to your specification.

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- MB 230 with 3500 coachwork.
- DKZ SBR double deck coachwork.
- Choice of 1 star through to 5 star specification.

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- 11.5m in length and 2.9m in height with spacious seating for 50 passengers, plus room for 24 standees and a luggage pen.
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3 YEAR DRIVELINE WARRANTY WITH ALL NEW DAFS

Choose from our selection of Quality Used Vehicles

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